Welcome to Personal Power® II: The Driving Force

I congratulate you for taking action – you are already on your way toward shaping your new destiny! Over the next 30 days it will be my privilege to be your personal success coach, to help you unleash the awesome power that is already within you so you can begin to realize your full potential for outstanding achievement and happiness.

Here's how you're going to do it:

1. Listen to the single designated session at least once each day – Monday through Friday – and several times a day whenever possible. The more you listen, the easier it will be for you to absorb what you hear – and *act* on it!
2. Discipline yourself to follow all instructions. Do the daily assignments as I give them to you. Don't just listen passively! This is essential to building positive habits into your life.
3. Refer to the Summary Cards and this Success Journal as often as you can each day to reinforce your learning and accelerate your progress.
4. On weekends, and as often as possible, play your subliminal sessions. As you listen to the music, we'll be sending powerful messages of self-confidence, happiness and success directly to your other-than-conscious mind. To get the best results, you may want to use a good pair of headphones as you listen to these audios. You'll find the word-for-word text of all these messages in the back of this Success Journal.

As we begin our relationship, I want you to know it doesn't matter what moved you to purchase *Personal Power II*...

- If you long for outstanding success in your career or business...
- If you want more money...
- If you're eager to have more deeply rewarding relationships – with your life partner, family, friends and co-workers...
- If you lack energy – if you'd like to lose weight, stay slim and enjoy radiant health...
- If you lack self-confidence and want to know how to develop unshakable belief in yourself and your abilities...
- If you want to stop procrastinating *once and for all*...

...this program is going to give you the specific answers you need to get what you want, starting with the very first session!

So let's begin this exciting journey together. Go to Session 1 – "The Key to Personal Power," tap "Play" and let's take the first step toward your unlimited success!

Live with passion!

Tony Robbins

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"The path to success is to take massive, determined action."
– Tony Robbins

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Definition

Personal Power

The ability to act.

What changes your life is using your Personal Power to make better decisions. The difference in the results that people produce comes down to what they've *done* differently from others in the same situation. Different actions produce different results.

Successful people may not always possess outstanding knowledge or talent, but they have the habit of taking action using the resources they have at their disposal. They don't major in minor things.

Everything that happens in your life – the things that thrill you as well as those that challenge you – begins with a decision. It's in your moments of decision that your destiny is shaped. The decisions that you are making today will not only shape how you feel, but also who you are going to become in the future.

Demand more from yourself than anyone else could ever expect.

The Ultimate Success Formula

It's not important initially to know *how* you are going to create a result; what's important is to decide that you will find a way, no matter what. The Ultimate Success Formula is a process that helps to get you where you want to go:

1. Know your outcome.
2. Get yourself to take action by *deciding* to do so.
3. Notice what you're getting from your actions.
4. If what you're doing is not working, change your approach.

Role Models

To save time and energy, use *role models* to accelerate the pace of your success:

1. Find someone who is already getting the results you want.
2. Find out what that person is doing.
3. Do the same things, and you'll get the same results.

Remember, it's impossible to fail as long as you learn something from what you do!

Your Assignment

Never leave the site of setting a goal or making a decision without taking some action toward its attainment! That's how you create momentum and start to tap into the Driving Force within you.

1. **Two decisions I've been putting off that, when I make them now, will change my life:**

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2. Once you make a real decision, you must follow it up by taking immediate action.

To do that, write down the first few steps. *What are three simple things you could do immediately – right now – that would be consistent with your new decisions?* (For example, if you decided to stop smoking, what could you do with the cigarettes that are in the house right now?) *Who could you call? What could you commit to? What letter could you write? What could you do instead of your old behavior?*

Three simple things I can do immediately that will be consistent with my two new decisions:

3. Take action on your new decisions right now, at this moment.

"There's always a way – if you're committed."
– Tony Robbins

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"Nothing happens until something moves."
– Albert Einstein

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DAY 2 – THE CONTROLLING FORCES THAT DIRECT YOUR LIFE

Ultimately, everything we do in our lives is driven by our fundamental need to avoid pain and our desire to gain pleasure; both are biologically based and constitute twin controlling forces in our lives. Understanding and harnessing the forces of pain and pleasure will allow you to create the lasting changes you desire for yourself and for those you care about.

Your brain is always weighing: *If I take this action, what's it going to mean? More pleasure and less pain? Or more pain and less pleasure?*

We will do far more to avoid pain than we will to gain pleasure.

Pain is the greater motivator in the short term. If you link pain to the behaviors you want to stop with such high emotional intensity that you won't even consider those behaviors any longer, and link pleasure to the new behavior you desire for yourself, you can instantly change your behavior.

At any moment, whatever you focus your attention on is what is most real to you. Therefore, if you want to change your behavior, you must focus your attention on the following questions:

1. How will *not* changing your behavior be more painful than changing it?
2. How will changing it bring you measurable and immediate pleasure?

We can condition our minds, bodies and emotions to link pain and pleasure to whatever we choose.

Use pain and pleasure instead of letting pain and pleasure use you!

Your Assignment

To take control of your life, you must take control of the force of decision. **The power to change anything in your life is born the moment you make a real decision – which by definition is something you take immediate action upon.** Take the following steps now:

1. List four new actions you know you should take now.

   Four new actions I know I should take now:

2. *What is the pain you've associated with these actions that has kept you from following through?* Write it down.

The pain I've associated with these actions in the past:

3. List any pleasures or payoffs you got from not following through on these four actions.

The pleasure I took from not following through in the past:

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4. For each of these actions, describe in a paragraph what it will cost you if you don't follow through. *What will you miss out on? What will you lose?*

What it will cost me if I don't follow through now:

Action 1:

Action 2:

Action 3:

Action 4:

5. Now begin to associate pleasure with taking action by asking yourself these questions: *What are all the benefits you'll gain by taking action in each of these areas now? How will it enhance your life? How will it create greater joy, happiness, success, freedom or pride?* Write your answers below.

The benefits I'll gain by taking action in each of these areas now:

Action 1:

Action 2:

Action 3:

Action 4:

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Specifically, what drives our lives is our *neuro-associations*. This is a fancy way of saying whatever pleasure or pain we associate or "link" to a situation in our nervous system is going to determine our behavior. Neuro-associations are created and reinforced in our nervous systems when we link intense feelings or emotions to a given situation, event, thing or person.

Neuro-Associations

If we want to change our lives, we must change our neuro-associations.

1. The science you're going to learn in this program is *Neuro-Associative Conditioning* (NAC).

   This technique will allow you to link massive pleasure to tasks you've been putting off, but need to take action on today, and to link pain to behaviors you're currently indulging in but need to stop – both of which are made possible by tapping into the natural principles of your nervous system. NAC gives you a way to take direct control of all your behaviors and emotions but in a way that simply requires the power of reinforcement not discipline.

2. Ask yourself, *"What are some of the negative associations I've made in the past that have kept me from taking the actions I need to take to achieve my ultimate desires?"*

3. Your neuro-associations control your level of motivation and willingness to change.

4 Parts of Destiny

Every single action you take has an effect on your *destiny*. If we study destiny, we find everything in life has four parts:

1. Everything we think or do is a *cause* set in motion.
2. Every one of our thoughts and actions is going to have an *effect* or *result* in our lives.
3. Our results begin to "stack up" to take our lives in a particular *direction*.
4. For every direction, there is an ultimate *destination* or *destiny*.

It's important for you now to begin to answer two questions:

- What is your ultimate destiny?
- What do you want your life to be about?

While few people know precisely how their lives will turn out, we can certainly decide in advance the kind of person we want to become and how we want to live our lives.

Having this "bigger picture" can pull us through some of the short-term tough times and keep things in perspective, allowing us to remain happy, fulfilled and driven to achieve our dreams.

"Nothing in life has any meaning
except the meaning you give to it."
– Tony Robbins

Your Assignment

Simple awareness can be curative. It can break the pattern of allowing our unconscious conditioning to control us.

1. Write down three neuro-associations you've made in the past that have shaped your destiny positively.

   Three neuro-associations I've made in the past that have shaped my destiny positively:

   1)

   2)

   3)

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2. List three neuro-associations that have been disempowering you until now. Decide that you will change these today.

Three neuro-associations that have disempowered me until now:

1)

2)

3)

"A mind out of control will play interesting tricks on you. Directed, it's your greatest friend."

– Tony Robbins

JOURNAL NOTES

"For every disciplined effort there is a multiple reward."
– Jim Rohn

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DAY 4 – THE SCIENCE OF SUCCESS CONDITIONING

To change your life, you must change your neuro-associations.

Our destiny is based upon the neuro-associations of pain and pleasure linked in our nervous system to certain situations, people, ideas, emotions or contexts. By changing these neuro-associations, we change the way we evaluate, the way we feel and, therefore, the way we behave.

Three things must be in place for you to make these changes and count on them to last.

The 3 Fundamentals of Neuro-Associative Conditioning (NAC)

1. **Get leverage on yourself.** To do this, three levels of responsibility are necessary – you must decide the following:
   - **1)** It *must* change.
   - **2)** *I* must change it.
   - **3)** I *can* change it.
2. **Interrupt your current pattern of association.** You must scramble the old pattern of thinking and feeling; this is best done by using something unusual, such as making a radical change in what you say or how you move your body.

> Here is an outrageous and effective way to get leverage and break your pattern:
>
> *Get a weight-loss buddy and promise him or her and a group of other friends that you will begin a strict regimen of healthy foods and enjoyable exercise. Further commit to them that if you break your promise, you will eat a whole can of dog food.*
>
> The woman who shared this with me told me that she and her friend kept their cans in plain view at all times (no pun intended!) to remind them of their commitments. When they started to feel hunger pangs or considered skipping exercise, they'd pick up the can and read the label. Such appetizing ingredients as "horsemeat chunks" helped them achieve their goals without a hitch!
>
> (From *Giant Steps,* ©1994, by Tony Robbins)

3. **Condition a new empowering association.** Install a new choice, and reinforce it until it is conditioned.

   Any thought, emotion or behavior that is consistently reinforced will become a habit (a conditioned pattern). Link pleasure to your new choice. Reward yourself emotionally for even small progress, and find yourself developing new patterns quickly.

Your Assignment

For *each* of the four actions you listed on Day 2, do the following:

1. *Get leverage:* Write down 10 reasons why you *must* take these actions; then list all the reasons why you know you can do it.

   10 reasons why I *must* change now and why I know I *can* do it:

"The great end of life is not knowledge but action."
– Thomas Henry Huxley

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2. *Interrupt your own pattern:* Design four or five ways to get yourself out of the limiting association – and do them!

Four or five ways to get myself out of the limiting associations:

1)

2)

3)

4)

5)

3. ***Condition yourself*** **by rehearsing your new behavior.** Give yourself a sense of accomplishment and exhilaration, pride or joy each time you do this.

   Do it consistently and rapidly until each time you think of this new pattern you feel good automatically.

"The successful person makes a habit of doing what the failing person doesn't like to do."

– Thomas Edison

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DAYS 5-7 – WHAT EVERYONE WANTS & HOW YOU CAN GET IT

People really want to change one of two things:

1. **The way they feel about something** (e.g., to move from being frustrated to confident, from sad to happy, from depressed to emotionally strong).
2. **A behavior** (e.g., to stop smoking or drinking, to start taking massive action, to exercise and enjoy it, to follow through on their commitments).

The only reason we want to change our behaviors, however, is we're hoping that if we lose that weight, stop procrastinating, take that action, we'll *feel* good.

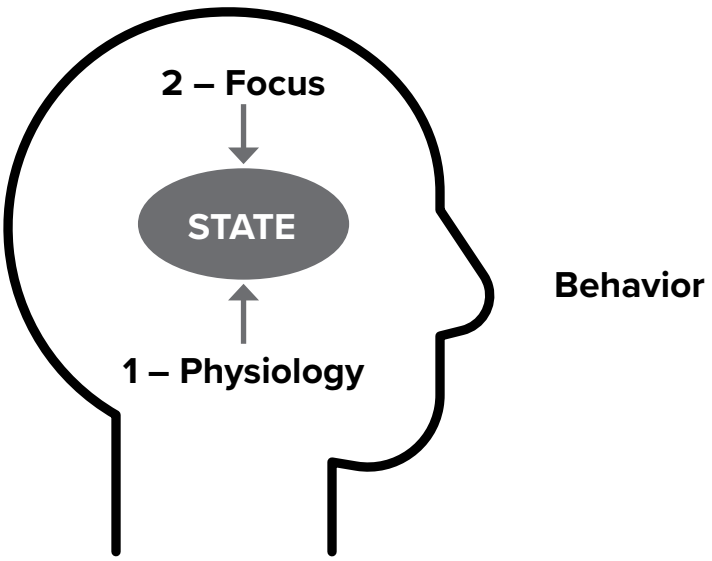
Everything human beings do is merely an attempt to change the way they feel – to "change state."

Emotional States

Moment to moment, what we do is powerfully shaped by the state we're in. When we're in a frustrated state, we tend to behave very differently than when we're feeling confident or excited or determined.

One of the most important things we can do to create the power, joy and passion we really want in our lives is to learn to manage our states of mind.

You can do this immediately through two primary vehicles*:



*The focus of this session is *physiology. Focus* is the subject of the next session.

Physiology & State

1. You can change how you feel instantly by changing the way you move, breathe, use your facial expressions or make any new demand on your body.

2. The state you're in determines your behavior and also your performance. If you want to change your performance in anything – business, sports, relationships, etc. – the first thing to do is to change your state. In any situation, if you put yourself in a peak state, you will be able to utilize more of your true capabilities.

3. Remember, you're always responsible for your own states. After the next few days of learning, you won't just be responsible, you'll know how to quickly and easily change how you feel about virtually anything and move yourself into peak performance at will.

Here's how to use your physiology to manage your state:

1. **Move your body differently and develop some "power moves:**" deliberate, strong, unhesitating movements that give you an immediate sense of certainty. You can also use your voice to put yourself in a peak state. Speak stronger, more rapidly, with a bit more volume from deeper in your chest than you usually do.

2. **Change your breathing.** Deep, diaphragmatic breaths create radically different emotional states than shallow breathing that begins in the upper chest.

3. **Radical changes in facial expressions** will immediately change the way you feel.

4. **Changing elements of your diet** to eat primarily natural, energy-giving foods can maximize your health and energy.

All of these put together can make significant changes in the patterns of the emotional states you experience day to day.

"Our goal is not to ignore the problems of life but to put ourselves in better mental emotional states to not only come up with solutions but really meet the challenge and take action."

– Tony Robbins

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Your Assignment

Here's how to develop the ability to put yourself in a passionate state instantly.

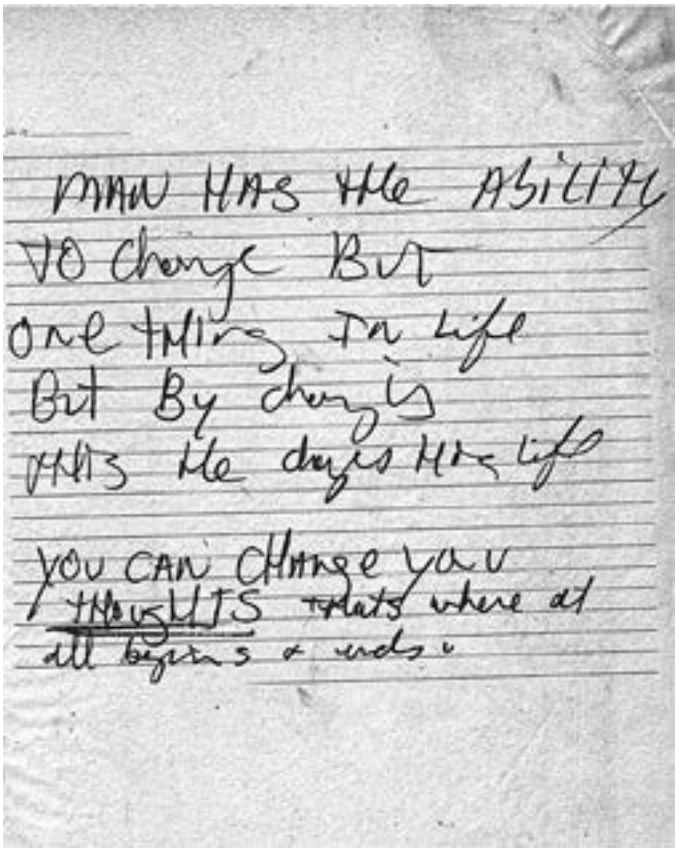
1. Invite a friend or business associate to participate in an "experiment." Sit down together, and ask your partner to notice what you do with your physiology – face, voice, body, gestures, posture, etc. – throughout the experiment.
2. Begin to talk about a subject you're normally passionate about in an exaggeratedly dispassionate way, as if you don't really believe in it, you don't feel strongly about it. Pick something that normally does inspire you, but talk about it in an uninspiring way, and have your partner notice what you do with your face, your voice, your body and your gestures.
3. Change your state radically. Get up, if necessary, and move around for a moment.
4. Now talk to your partner about the same subject with all the passion, joy, energy and conviction you can muster.
5. Ask your partner to share with you some of the specific differences in how you moved, breathed, used your face and used your voice, and record this in your journal. These are your *biomarkers,* the "triggers" that can cause you to feel passionate in the future.
6. Experiment today: At some moment when you're calm or feeling negative, snap yourself immediately into a passionate state using what you learned from Step 5 above.

The difference my partner noticed between my dispassionate versus passionate state:

REMINDER

Be sure to take time this weekend to listen to your subliminal audios.

Excerpt from Tony Robbins Journal, 1978



Man has the ability to change but one thing in life;
but by changing this he changes his life.
You can change your thoughts.
That's where it all begins and ends.

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In addition to using your physiology, the other way to manage your emotional state is to control and direct the *focus* of your mind.

1. The way you feel and what you experience in your body comes from what you focus your attention upon during a given moment.
2. At any moment, you are "deleting" most of what is going on around you.

To feel bad, you have to delete (not focus on, not think about) everything that's great in your life.

To feel good, you have to delete the things you could feel bad about.

This process of deleting is an important part of how the mind maintains the balance in one's emotional state. Undirected, however, it can wreak havoc in your day-to-day experience.

2 Ways to Control Focus

To manage your states, there are two things you can control with respect to focus. When you change either of these, you immediately change how you feel.

1. *What* you're picturing in your mind.
2. *How* you're picturing it (e.g., dimension, brightness of mental pictures).

Our Questions Determine Our Thoughts

How you evaluate things determines what you focus on:

1. Evaluations are nothing but questions you ask yourself.
2. Your state – and ultimately, your life – are the result of the questions you ask.
3. Therefore, the most powerful way to control your focus is through the use of questions.

To manage your states via focus, you must control the questions you ask yourself.

1. Eliminate limiting "endless loop" questions such as "Why can't I ever succeed?" "What's the use?" or "Why me?"
2. Continually ask yourself questions that empower you. Ask questions that will uplift your spirit and push you along the path of human excellence.

"Questions are the laser of human consciousness. They concentrate our focus and determine what we feel and do."

– Tony Robbins

Morning Power Questions

1. **What am I happy about in my life now?**
   What about that makes me happy?
   How does that make me feel?

2. **What am I excited about in my life now?**
   What about that makes me excited?
   How does that make me feel?

3. **What am I proud about in my life now?**
   What about that makes me proud?
   How does that make me feel?

4. **What am I grateful about in my life now?**
   What about that makes me grateful?
   How does that make me feel?

5. **What am I enjoying most in my life right now?**
   What about that do I enjoy? How does that make me feel good?

6. **What am I committed to in my life now?**
   What about that makes me committed?
   How does that make me feel?

7. **Who do I love? Who loves me?**
   What about that makes me loving?
   How does that make me feel?

Evening Power Questions

1. **What have I given today?**
   In what ways have I been a giver today?

2. **What did I learn today?**

3. **How has today added to the quality of my life?**
   How can I use today as an investment in my future?

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Your Assignment

1. Develop five questions you're going to ask yourself every morning for the rest of this 30-day program – questions that will cause you to go into positive and powerful states. Write them down and put them next to your bed or on your bathroom mirror.

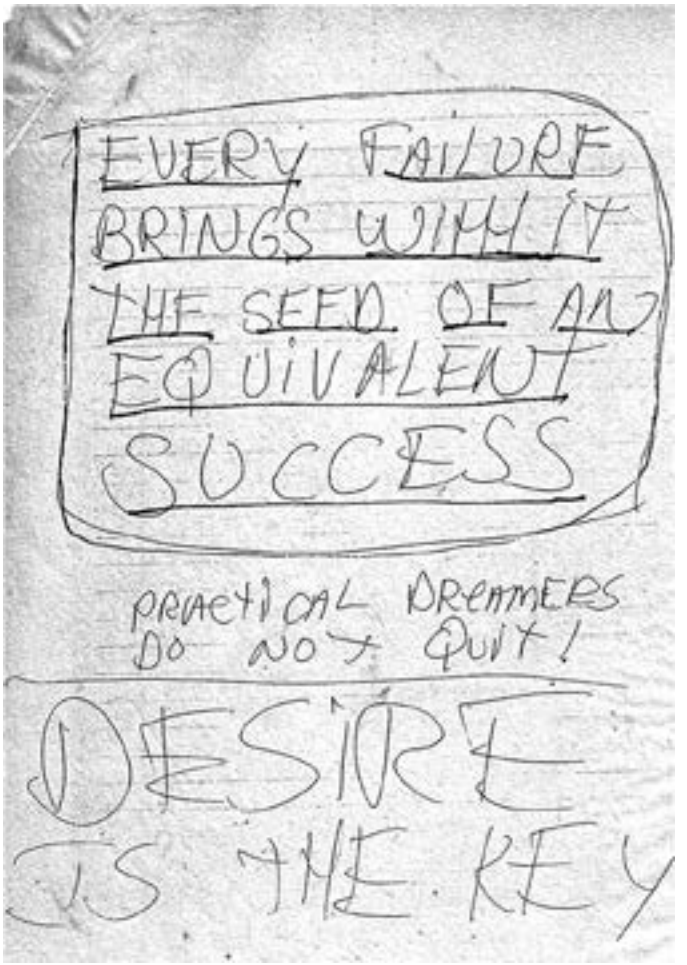
   Five questions I'm going to ask myself every morning:

2. **Every morning ask yourself these five questions and come up with at least two answers for each of them.**

"Successful people ask better questions and, as a result, get better answers."

– Tony Robbins

Excerpt from Tony Robbins Journal, 1978



Every failure brings with it the seed of an equivalent success. Practical dreamers do not quit! Desire is the key.

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DAY 9 – VALUES & BELIEFS: THE SOURCE OF SUCCESS OR FAILURE

Each of us has learned to take emotions we feel and give them different levels of importance. In other words, we've learned to value different emotions at different levels of intensity.

Definition

Values

Emotional states based on our life experience that we believe are most important for us to experience or avoid.

How We Value Emotions

What we pay attention to – what we focus on – is based on our values.

1. **"Moving-Toward" Values:** These values tell us what states we should pay attention to because they're going to lead to pleasure. These are called *Moving-Toward Values* because these are the emotional states we'll do the most to attain.

   Examples of Moving-Toward Values include feeling: successful, outrageous, adventurous, love, secure or comfortable.

2. **"Moving-Away-From" Values:** These are values we pay attention to because experiencing these emotions is going to lead to pain. *Moving-Away-From* are those values that we would do almost anything to avoid having to feel.

   Examples of Moving-Away-From Values include: frustration, anger, physical pain or depression.

Hierarchy of Values

The key to using this understanding to positively affect our lives is to realize that we do not value these states equally.

For example, which of these emotional states would you *do the most* to avoid: frustration, anger, physical pain, humiliation, embarrassment or depression?

Not only do each of us have emotional states – or values – that we'd do the most to avoid, we'd also put those in an order, or a "ladder of importance."

If you know a person's values, you can predict the overall direction of their life.

What would be the differences between someone whose top value in life is freedom and someone whose top value is security? What would happen if you swapped the top values in each of these people? It literally changes the priorities of their entire life.

Step 1: Determine Your Moving-Toward Values

To determine your values, ask the question: "What's most important to me in life?" Keep asking, "What else is important to me in life?" until you have a list of your Moving-Toward Values.

As you brainstorm your values, be sure to focus on "Ends" Values vs. "Means" Values:

1. **"Ends" Values** are what you truly value; the *ends* that you are after are emotions like love, happiness, success, security or adventure.
2. **"Means" Values** are simply "vehicles" or "instruments" that help you achieve a deeper set of values or emotions that you desire to experience on a consistent basis. Have you ever fallen into the trap of pursuing the *means* as if they were the *end* you were after?

Some people may say that what they value most in life are their cars. Well, it's true they may value a car (i.e., it's important to them), but they value it as a *means,* a way to get what they're really after. The *end* a person who values a car might be seeking is a sense of convenience or a sense of freedom or, depending upon the type of car, maybe a sense of power or fun.

Likewise, many people say they want money. But money is merely a means to an end. They don't want pieces of paper with pictures of "deceased notables" on them. They want what they think money will give them. For some people, they believe that's security or the ability to take control of their lives, a feeling of choice.

The secret in life is to know what you're *really* after: the ends values.

Step 2: Determine Your Moving-Away-From Values

To determine your Away-From Values, ask the question: "What are the feelings or states I'd do almost anything to avoid?"

Values are being affected constantly. Once you are aware of your values, you can find conflicts so that you can make a change. For example, can you really be successful without health? What if "success" is your number one value, but "health" isn't even on your list?

If you change your values, you change your destiny.

"We must get clear about what is most important in our lives and decide we will live by these values, no matter what."

– Tony Robbins

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DAY 9 – VALUES & BELIEFS: THE SOURCE OF SUCCESS OR FAILURE

The Power of Beliefs

Once you know your values, you must also understand the power of beliefs to impact the quality of your life. Beliefs and values work together to determine how you feel.

Definition

Beliefs

A belief is a feeling of certainty about what things mean. For example, if you believe you're intelligent, all you're really saying is, "I feel certain that I'm intelligent."

Your beliefs determine whether or not you feel like you're meeting your values. They can either limit or liberate you.

For example, think about the CEO of a Fortune 500 company who valued "success" but who didn't feel successful because he believed that in order to feel successful, he had to make $4.5 million a year and he was "only" earning $2 million at the time.

Contrast this with the person who believes "every day above ground is a great day."

Every state you want to feel – any value you want to get – you can have right now through a change in beliefs.

2 Types of Beliefs

1. *Global beliefs* are generalizations you've made about life, people or things: These beliefs are so all-encompassing, they dominate virtually every aspect of our lives.

   Global beliefs are usually preceded by phrases like these:

   "Life is..."

   "People are..."

   "I am..."

   What are some of the beliefs you have about who you are? Do they govern how much of your ability or skill you really use?

2. *Rules* are conditional ideas: Beliefs about what has to happen in order to feel an emotion.

   Global beliefs are usually phrased as follows:

   "If this, then that."

   For example, "If he really liked me, he'd call me." Or, "If I lost 15 lbs, then I'd feel attractive."

   To make it easier to win the game of life, examine your rules... and then make them easier to experience.

Your Assignment

Complete the first two of the six steps below today and divide the rest of these tasks over the course of the next week. Remember, there are few things in the world more rewarding than being absolutely clear about what's important to you. So set yourself up to win!

1. **Determine your Moving-Toward Values by asking yourself, *"What's most important to me in my life?"***

   Make sure you write down the feelings you're after, the states you value most, such as *love*, *passion* or *happiness*, as opposed to means values like *money* or *business success*. If you think you want money or business success, ask yourself, *If I had that additional money, if I had that business success, what would it ultimately give me? How would it make me feel?* Those feelings are the true Driving Force in your life.

Example of Moving-Toward Values

Happiness	Power
Love	Growth
Success	Contribution
Health	Affection
Intelligence	Humor

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2. **Rewrite your Moving-Toward Values in the order of their importance.** (How many values you have is up to you! We've given you room to list up to 12.)

1) _____

2) _____

3) _____

4) _____

5) _____

6) _____

7) _____

8) _____

9) _____

10) _____

11) _____

12) _____

"The only way we can ever feel happy and fulfilled in the long term is to live in accordance with our true values."

– Tony Robbins

3. **Determine your Moving-Away-From Values by asking yourself, *"What negative feelings or states would I do almost anything to avoid?"***

Example of Moving-Away-From Values

Rejection	Anger
Frustration	Worry
Resentment	Sadness
Overwhelm or Stress	Boredom
Loneliness	Self-Pity
	Jealousy

4. **Rewrite your Moving-Away-From Values in the order of their importance, starting at the top of the list with the one you would do the most to avoid feeling.** (How many values you have is up to you! We've given you room to list up to 12.)

1) _____

2) _____

3) _____

4) _____

5) _____

6) _____

7) _____

8) _____

9) _____

10) _____

11) _____

12) _____

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5. **Determine the rules you have about what has to happen for you to feel each of your values.** Ask yourself, "What has to happen for me to feel this emotion?"

Moving-Toward Values	Rules
1)	
2)	
3)	
4)	
5)	
6)	
7)	
8)	
9)	
10)	
11)	
12)	

Examples of Rules for Moving-Toward and Moving-Away-From Values

"I feel healthy whenever I walk at least 15 minutes a day."

"I feel healthy when I take care of myself by getting massages."

"Whenever I eat fruit, I feel healthy."

"I feel boredom if and only if all the world's problems have been solved."

"I would feel boredom if I cut off all contact with humanity and set up residence in Antarctica."

To determine your Away-From Rules, ask yourself "What would need to happen in order for me to feel this emotion?"

For some people, if they don't achieve a goal one time, they feel like a failure. For others, it's impossible to fail. Their rule might be, "I would fail only if I were to give up. As long as I keep trying, I'm successful." It's important to understand the rules you have for feeling bad, because **often we make it too hard to feel good and too easy to feel bad.**

Moving-Away-From Values	Rules
1)	
2)	
3)	
4)	
5)	
6)	
7)	
8)	
9)	
10)	
11)	
12)	

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6. Have you discovered any rules that limit the quality of your life? If so, which rules are you willing to change now to improve your life forever?

Rules I'm willing to change now to improve the quality of my life:

Take the Next Step!

Tony Robbins Date with Destiny® live event is an extraordinary opportunity for you to be guided through the process of discovering your core beliefs and values. Call 1-800-898-8669 (or 1-858-713-8217) to learn more!

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DAY 10 – HOW TO TAKE COMPLETE CONTROL OF YOUR LIFE

To gain full control of your life, you must discover your core beliefs, change those that are limiting you and resolve any conflicting beliefs.

How to Change a Belief

To change a belief you must do the following:

1. Identify the belief you want to change.
2. Link enough pain to your current belief so you automatically move away from it.
3. Identify a new empowering belief.
4. Link massive pleasure to the new belief.
5. Condition the new belief by "rehearsing" (mentally picturing and *feeling* the effect) over and over again how your life will be better with this new belief and how painful it would be to keep the old belief.

2 Simple Core Beliefs to Adopt

1. "The past does not equal the future."
2. "There is always a way if I'm committed."

Use the "Dickens Pattern" to Change Your Beliefs

Definition

The Dickens Pattern

The "Dickens Pattern" is based on the Charles Dickens classic story *A Christmas Carol*. It is a technique that associates a person in the past, present and future to the consequences of their limiting beliefs or inaction by asking pain-associating questions.

Here's how the Dickens Pattern works:

1. Identify two beliefs you want to change that have limited your life.

> **Examples**
>
> *"I'm too young." Or, "I'm too old."*
>
> *"I don't have enough energy." "I'm not healthy enough."*
>
> *"People are mean."*
>
> *"I can't do it because I'm a man." Or, "I can't do it because I'm a woman."*
>
> *"I can't do it because I'm a Martian!"* ☺

2. Close your eyes. Think about and feel the consequences – past and present – you've experienced because of these beliefs. Feel the emotional costs these beliefs have had on your life. What have they cost you in your relationships, your finances, your physical body, your level of happiness and fulfillment? What do you regret most as a result of these beliefs?
3. Step five years into the future and drag these limiting beliefs with you. What is the cost?
4. Step into the future 10 years. What is the cost?
5. Step into the future 20 years. What is the cost?
6. Come back to now and recognize none of this has happened yet. You have a chance to change it. What happened was a painful gift to move you to change your entire destiny right now!
7. Change your body radically. Move as if you felt totally energized, excited and passionate (e.g., breathe, talk more rapidly).
8. Decide what your new beliefs should be and write them down, stated in the positive. Close your eyes and think about how these beliefs will transform the quality of your life. What will you gain by these new beliefs? How will you be more happy? How will you be more successful financially and in your relationships? How will your physical body be transformed when these beliefs begin to guide your daily actions? Again, engage your emotions. How is your life greater now, more fulfilling and richer emotionally, physically, financially?
9. Step into the future five years with your new beliefs. Where are you now in your life?
10. Step into the future 10 years. Where are you now?
11. Step into the future 20 years. Where are you now?
12. Look at both destinies and decide which one you're committed to living; then return to the present.

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Your Assignment

1. **Write down what your old beliefs were and what the consequences have been or would have been all your life in order to remind yourself of the leverage that will guide you in maintaining your new beliefs.**

Old Beliefs	Consequences
1)	
2)	

2. **Write down your two new beliefs and how they will enhance the quality of your life now.**

New Beliefs	How They Will Improve My Life
1)	
2)	

JOURNAL NOTES

"Beliefs have the power to create and the power to destroy."
– Tony Robbins

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Commit to the Fundamentals

Commit yourself to mastering the fundamentals. Get excited about practicing fundamentals every day to create the ongoing level of happiness and joy you want.

Avoid getting caught up in the law of familiarity.

Break through the bonds of your past and look at the world in a whole new way, where you understand fundamentals must be practiced daily and you'll do whatever it takes. You're not bored by fundamentals; you get excited about doing the daily things that create the ongoing level of happiness and joy you want for a lifetime.

> *"I believe in the basics: attention to, and perfection of, tiny details that might be commonly overlooked. They may seem trivial, perhaps even laughable to those who don't understand, but they aren't. They are fundamental to your progress in basketball, business and life. They are the difference between champions and near champions."*
>
> *– Coach John Wooden*

Why Do Goals Work?

With goals, we create our destiny!

We must have a big enough "why" to succeed – we must have *enough compelling reasons* to drive us forward to do whatever it takes to achieve our goals. "Purpose is stronger than outcome."

Who you *become* in the process of achieving your goals is the real purpose.

1. "As you think, so you become." If you develop a consistent and impassioned focus on something, you'll experience it.
2. Setting a goal sends a signal to your conscious and subconscious mind that where you are is not where you want to be. Having a goal creates positive pressure, which is necessary to move you forward. *You must learn to manage pressure.*

Create a Big Enough Why

Here's how to create a big enough "why" for each of your goals:

1. Write down all you will gain from achieving your goal – why you're committed to making it a reality (linking pleasure to achieving).
2. Write down what it will cost you not to achieve the goal (linking pain to not achieving).

Your Assignment

Remember: Part of what drives us in life is our desire, our hunger. Seeing and admitting that things are not as good as we want them to be creates a drive to make our lives the way we believe they should and must be.

Take action on the following assignment:

1. List the specific areas of your life that are not what you want them to be.

   The specific areas of my life that are not what I want them to be:

2. Write down what you would have to believe to consistently follow through on the transformation of your life.

   What I would have to believe to consistently follow through on the transformation of my life:

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3. List the set of beliefs you'd have to hold to achieve your ultimate goals. *What would you have to believe in order to not only set your goals but really achieve them? What would you have to believe to make your life the masterpiece it deserves to be?*

What I would have to believe to not only set my goals but really achieve them:

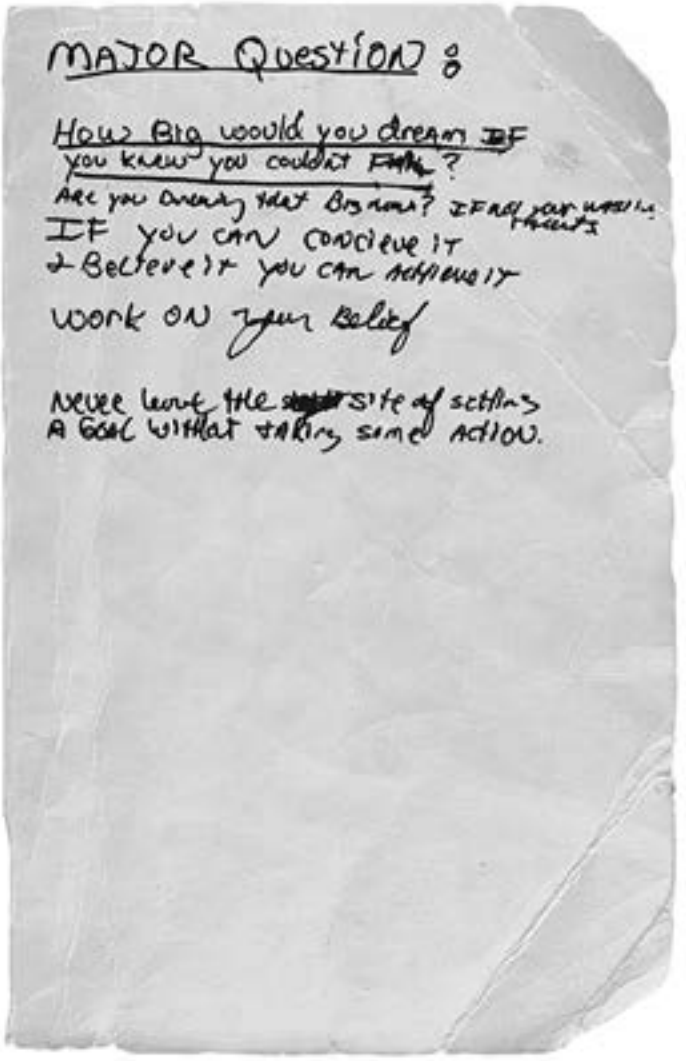
4. Write down *why* you must change these situations now and why you know you can. You've probably already handled much more difficult situations at some point in your life. If you haven't, now is the time to do so.

Why I must change these situations now, and why I know I can:

"People are not lazy. They simply have impotent goals – that is, goals that do not inspire them."

– Tony Robbins

Excerpt from Tony Robbins Journal, 1978


MAJOR Question #0

How Big would you dream IF you knew you couldn't Fail?

Are you dreaming that Big now? IF NOT, you're wasting talents

IF you can conceive it & Believe it you can achieve it

Work ON your Belief

Never leave the site of setting a Goal without taking some ACTION.

How big would you dream if you knew you couldn't fail? Are you dreaming that big now? If not, you're wasting talents. If you can conceive it and believe it, you can achieve it. Work on your belief. Never leave the site of setting a goal without taking some action.

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DAY 12 – CREATING YOUR FUTURE: THE GOAL-SETTING WORKSHOP

Setting goals is the first step in turning the invisible into the visible.

Goal-setting is an important process to help you design the life you envision to live and to help you create energy and momentum. The process of writing your goals is just as important as immediately following through with the development of a plan and taking action toward its fulfillment to keep the momentum going.

Categories of Goals

1. List your goals for *personal development*.
    - Next to each of these goals, write down the time within which you're committed to accomplishing it, e.g., within one, three, five, 10 or 20 years.
    - Select your top three *personal development* goals, and under each one, write a paragraph describing why you're committed to achieving this goal within the next year.
2. List your *things* goals.
    - Next to each of these goals, write down the time within which you're committed to acquiring it, e.g., within one, three, five, 10 or 20 years.
    - Select your top three *things* goals, and under each one, write a paragraph describing why you're committed to acquiring it within the next year.
3. List your *economic* or *financial* goals.
    - Next to each of these goals, write down the time within which you're committed to achieving it, e.g., within one, three, five, 10 or 20 years.
    - Select your top three *financial* goals, and under each one, write a paragraph describing why you're committed to achieving it within the next year.
4. Think about any other important areas of your life such as your body / health, relationships, career / mission, contribution, and spirituality. List any goals you have in these areas as well.
    - Next to each of these goals, write down the time within which you're committed to acquiring it, e.g., within one, three, five, 10 or 20 years.
    - Select your top three goals in these areas, and under each one, write a paragraph describing why you're committed to acquiring it within the next year.

Remember: It's not just achieving a goal that matters but the quality of life you experience along the way.

Achieving goals by themselves will never make us happy in the long term. It's who you become as you overcome the obstacles to achieve your goals that gives you the deepest and most long-lasting sense of fulfillment.

Your Assignment

1. **Brainstorm your goals for each of the areas of life that are important to you.** When you're done, capture the timeline (one, three, five, 10 or 20 years) within which you're committed to achieving each one.

Personal Development Goals	Timeline

What are your top three goals in this area? Why are you committed to achieving each of them within the next year?

Write down one action you can take right away to make initial progress toward achieving each. Take that action toward each goal today.

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Things Goals	Timeline

What are your top three goals in this area? Why are you committed to achieving each of them within the next year?

Write down one action you can take right away to make initial progress toward achieving each. Take that action toward each goal today.

Economic or Financial Goals	Timeline

What are your top three goals in this area? Why are you committed to achieving each of them within the next year?

Write down one action you can take right away to make initial progress toward achieving each. Take that action toward each goal today.

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Other Goals (Body / Health, Relationships, Career / Mission, Contribution, Spirituality)	Timeline

What are your top three additional goals? Why are you committed to achieving each of them within the next year?

Write down one action you can take right away to make initial progress toward achieving each. Take that action toward each goal today.

2. **For each of your top goals, did you write down one action you can take right away to make initial progress toward achieving it?**

3. **Take the actions toward your top goals *today*.**

4. **Do the *Rocking Chair Test* to help you commit to accomplishing each of your goals:** Imagine yourself much older, sitting in your rocking chair and looking back on your life, first, as if you had *not* achieved your goal, and then, imagine yourself having achieved it. (Experience the pain that would follow *not* doing it along with the pleasure that would come from accomplishing your goal.)

REMINDER

Be sure to take time this weekend to listen to your bonus session, "Your Driving Force: The 6 Human Needs."

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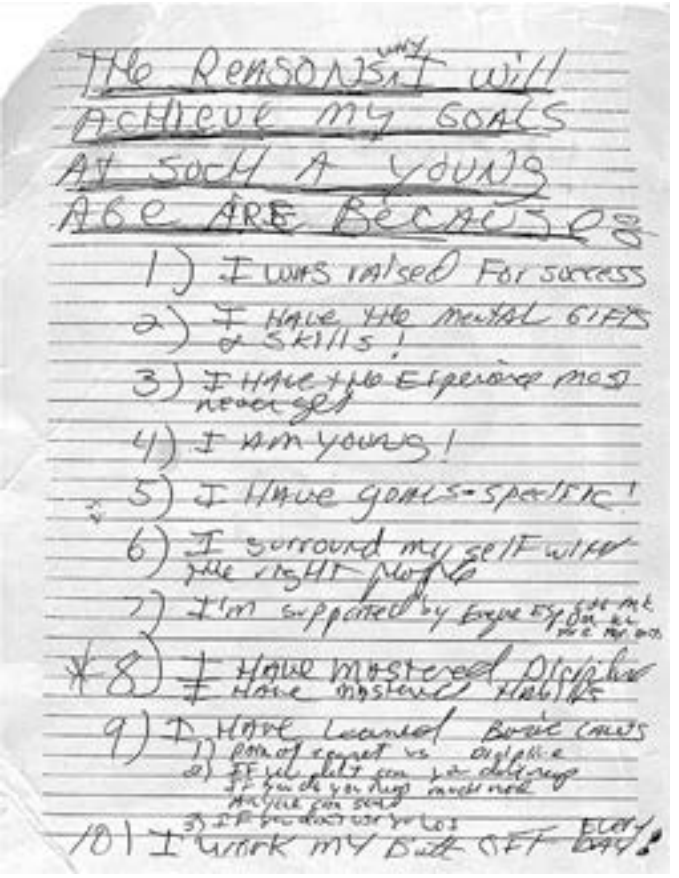
Excerpt from Tony Robbins Journal, 1978


THE REASONS I WILL
ACHIEVE MY GOALS
AT SUCH A YOUNG
AGE ARE BECAUSE
1) I WAS raised For success
2) I HAVE THE MENTAL GIFTS & SKILLS!
3) I HAVE THE Experience most never get
4) I AM young!
5) I Have goals-specific!
6) I surround my self with the right People
7) I'm supported by
8) I Have mastered Discipline I Have mastered Habits
9) I Have Learned Basic Laws
10) I work My Butt OFF Every Day!

The reasons why I will achieve my goals at such a young age are because:

1. *I was raised for success.*
2. *I have the mental gifts and skills!*
3. *I have the experience most never get.*
4. *I am young!*
5. *I have goals – specific!*
6. *I surround myself with the right people.*
7. *I'm supported by…*
8. *I have mastered discipline. I have mastered habits.*
9. *I have learned basic laws:*
   a. *Pain of regret versus discipline.*
   b. *If you don't sow, you don't reap. If you do, you reap much more. Anyone can sow.*
   c. *If you don't use, you lose.*
10. *I work my butt off every day!*

JOURNAL NOTES

"Your current conditions do not reflect your ultimate potential, but rather the size and quality of goals upon which you are currently focusing."

– Tony Robbins

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DAYS 13-14 BONUS – YOUR DRIVING FORCE: THE 6 HUMAN NEEDS

We all have different desires, but we are all driven by the exact same needs.

So many people in life achieve their goals only to think, “Is this all there is?” It’s because they never analyzed their true needs or how to meet them. They’ve only pursued the goals that the culture has conditioned them to pursue.

An understanding of the 6 Human Needs allows you not only to turn on your Driving Force and discover all you’re capable of, but also to be truly fulfilled on a consistent basis.

The 4 Classes of Experience

Before we walk through the needs, it’s important to understand that each of us develops “vehicles,” or strategies to meet our needs. Some of these vehicles are empowering to our lives whereas others may be fulfilling for the moment but in the long term are quite destructive.

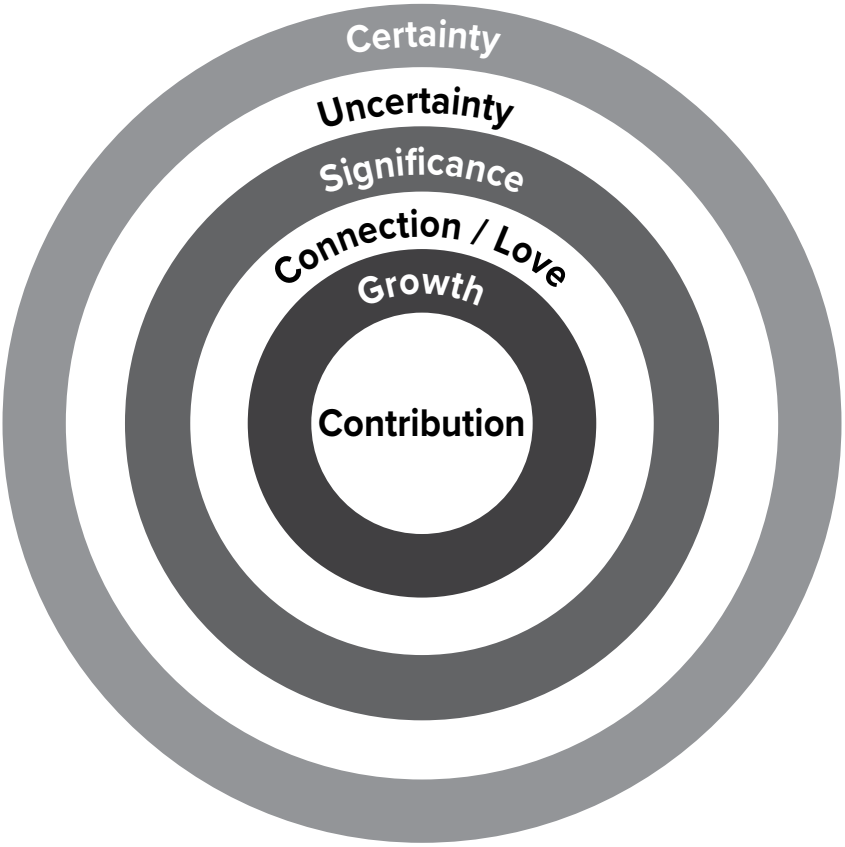
For example, to feel significant, some people tear others down, some “collect the most toys” and some contribute in unique and meaningful ways. The vehicles you select will determine not only your fulfillment in the moment, but also your long-term fulfillment and whether you will truly grow and contribute in a significant way.

Here’s how to measure how effective your current vehicles are:

Class I	Class II	Class III	Class IV
When we find these four criteria in an experience, we usually call it a “peak life experience.”	These are experiences we often want to avoid in life but that ultimately give us the most joy because they cause us to grow as human beings, and as we master them, we become much more fulfilled. A great secret to being fulfilled is learning how to convert Class II experiences into Class I experiences, i.e., learning how to take things that don’t feel good but are good for you, good for others and serve the greater good and making the process of doing them feel good as well. When you learn to love to do those things that improve your life and improve the lives of others, you develop a level of pride, strength and confidence very few people ever experience.	These are those nonproductive experiences that we all too often allow ourselves to indulge in. Drinking excess alcohol, for example, could fit into this category. Class III experiences deliver the immediate pleasure that, in the long term, destroys people’s quality of life and gives them ultimate pain.	Why would someone continually indulge in a Class IV experience? Smoking cigarettes the first time, for example, was not a pleasurable feeling. But people often will indulge in Class IV experiences simply because of peer pressure or because of conditioning and old belief systems. You must free yourself of Class IV experiences to be fulfilled.
It **feels good**. It is **good** for you. It is **good** for others. It **serves the greater good**.	It does **not feel good**. It is **good** for you. It is **good** for others. It **serves the greater good**.	It **feels good**. It is **not good** for you. It is **not good** for others. It does **not serve the greater good**.	It does **not feel good**. It is **not good** for you. It is **not good** for others. It does **not serve the greater good**.

The 6 Human Needs

There are six fundamental needs that every person has in common, and all behavior – positive or negative – is simply an attempt to meet those six needs. This drive to fulfill our 6 Human Needs is encoded in our nervous system.



The means or vehicles by which people meet these 6 Human Needs are unlimited. For example, we all desire *certainty* that we can have comfort (avoid pain and gain pleasure). Some people pursue this need by continuously striving to control all aspects of their lives – their environment, the individuals around them, etc. Other people may obtain certainty by giving up control and adopting a philosophy of faith. Another of the 6 Human Needs is the desire for *significance* – a belief that one's life has meaning and importance. Some individuals will pursue this need by competing with others or by destroying and tearing down those around them. Others may strive to fulfill this need by way of contributing to others in a meaningful way.

Each of us can meet any or all of these 6 Human Needs by changing either our *perception* (focus and beliefs or what we notice, appreciate or believe) or *procedure* (vehicles we use to meet our needs).

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DAYS 13-14 BONUS – YOUR DRIVING FORCE: THE 6 HUMAN NEEDS

Unhappiness, emotional distress and all dysfunctional behavior arise when we are unable to find a consistent, positive way meet our 6 Human Needs. When our attempts to reach fulfillment fail, we will settle for comfort – or for meeting our needs on a small scale. Every person finds a way to meet his or her needs; the only question is whether they will act in a way that is destructive or empowering to themselves and others.

The goal of understanding the 6 Human Needs is to help you create additional consistent choices – new patterns that allow you to be fulfilled long-term. Ideally, you will achieve these patterns in a way that feels good; that is good for you; that is good for others and that ultimately serves the greater good.

Your Assignment

1. **What's something you love to do?** Something you feel compelled to do? Something that's effortless and totally fulfilling? Something you could do 24 hours a day? Describe it in the space below, and then complete the chart to see why you feel that way about it.

#1 "What is something I love to do?" **NAME** **ACTIVITY / BEHAVIOR** Does _____ (the activity / behavior)	
How would I rate (0-10) the level of fulfillment this offers me for this need?	
1) Certainty Ability to Avoid Pain (e.g., Decrease Stress and Gain Pleasure, Security, Survival)	
2) Uncertainty / Variety Surprise, Diversity, Difference, Challenge, Excitement	
3) Significance Importance, Uniqueness, Being Needed, Having Purpose or Meaning	
4) Connection / Love Bonding, Oneness, Sharing Intimacy, Feeling a Part of, Unity	
5) Growth Learning, Changing, Expanding, Stretching, Improving	
6) Contribution Giving, Helping, Serving, Nurturing, Making a Difference	
How specifically does this meet or fail to meet my need?	

2. **What's something you hate to do, but that's good for you?** Something that you *should* do? Something that you never get done because you hate it so much? Describe it in the space below, and then use the chart to see why you feel that way about it.

#2 "What is something I know I should do but dislike or put off?"	
NAME	**ACTIVITY / BEHAVIOR**
Does _____ (the activity / behavior)	
How would I rate (0-10) the level of fulfillment this offers me for this need?	
1) Certainty Ability to Avoid Pain (e.g., Decrease Stress and Gain Pleasure, Security, Survival)	
2) Uncertainty / Variety Surprise, Diversity, Difference, Challenge, Excitement	
3) Significance Importance, Uniqueness, Being Needed, Having Purpose or Meaning	
4) Connection / Love Bonding, Oneness, Sharing Intimacy, Feeling a Part of, Unity	
5) Growth Learning, Changing, Expanding, Stretching, Improving	
6) Contribution Giving, Helping, Serving, Nurturing, Making a Difference	
How specifically does this meet or fail to meet my need?	

3. **For the thing that you hate to do this Class II experience into a Class I experience by asking yourself, "What could I choose to believe about this that will make it fulfill each of my 6 Human Needs at the highest possible level?"** Write down your answers as they come to you. Then go out and apply them *immediately*!

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DAY 15 – SUCCESS CONDITIONING: THE POWER OF RITUALS

Procrastination is a silent killer. It keeps us from achieving what we want.

This session is not only about how to handle procrastination, but it's also about how to create the habit of taking absolute consistent action toward the goals you've now set.

"Sow a thought, reap an action;
Sow an action, reap a habit;
Sow a habit, reap a character;
Sow a character, reap a destiny."

– Samuel Smiles

Once we identify our habits, we can condition ourselves to create new habits that will automatically pull us toward the goals we desire most.

Exercise: Our Habits of Emotion

Our consistent emotions shape character and destiny.

If you're feeling any emotion, positive or negative, on a regular basis, it's the result of an internal *ritual*. Your rituals consist of your habitual ways of looking at the world, talking to yourself and moving your body.

1. **Five negative emotions that I experience on a regular basis (e.g., depression, discouragement, sadness):**

2. **My rituals for each of these emotions, i.e., what I must do in my mind in order to feel them – the "recipes" I have for creating each of these emotional states:**

3. **Five positive emotions that I experience regularly:**

4. **Five rituals I have for experiencing each of these emotions:**

If we want lifelong success – more happiness, joy, passion and fun as well as more money, closer friendships and a chance to make a difference – we need to get clear on the rituals we've developed that don't support us and discard them. Then, we need to put new empowering rituals in place in order to create new results.

The Ritual of Procrastination

Procrastination is nothing but a ritual. In order to procrastinate, you have to look at the world a certain way. You have to think about how taking action will be more painful than not taking action.

Here's how to overcome it:

1. Find out how you create the ritual of procrastination.
2. Ask yourself, *"If I don't do this, what will be the ultimate price I'll have to pay?"*
3. Ask yourself, *"If I'd already gotten this done, how would my life be better? How much more joy would I have?"*
4. Develop the habit of saying, "I want to…" instead of "I have to…"
5. Develop the habit of moving your body to interrupt the pattern of procrastination.

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DAY 15 – SUCCESS CONDITIONING: THE POWER OF RITUALS

Your Assignment

1. Review your five negative emotions and how you create them. Then develop a *pattern interrupt* for each one. Write down what you did so you can repeat it in the future.

   A pattern interrupt for each of my five negative emotions would be:

2. Review your positive emotions and determine how you can trigger them more often and when in your life you'd be willing to put yourself in a great state on an ongoing basis.

   A trigger for my positive emotions would be:

3. Write down what you do to get yourself into the ritual of procrastination and how to break out of it.

   What I do to get into a ritual of procrastination, and how I can break out of it:

JOURNAL NOTES

"Most people fail in life because they major in minor things."

– Tony Robbins

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Definition

Anchoring

Whenever you're in an intense emotional state, anything that consistently happens around you while you're in the peak of that state gets associated to it. This process is called "anchoring."

For example, is there a particular song that whenever you hear it, you remember a person you were once in a relationship with? It's because while you were in a peak emotional state, the unique sound of this music was playing in the background. This was linked in your mind and in your body so that any time you hear the music, you relive the feeling of that same moment. The song is now an anchor.

We're always creating anchors, whether we're aware of it or not. We're constantly learning to associate and create meanings out of things that are happening around us and this is usually happening on an unconscious level.

The secret is to understand anchoring so we can take conscious control of the process and use it to condition ourselves to feel the way we want and need to in given situations. Wouldn't it be useful to anchor yourself to feel good about exercise? Or get rid of the negative anchors you may have to it currently?

Mastering this skill can change virtually any area of your life. Listed below are a few reminders about anchoring that are described in detail in this session.

How to Create Positive Anchors

1. The secret to anchoring yourself is to get yourself into a **highly emotional state**. For example, to anchor excitement, breathe the way you breathe when you're excited, stand the way you stand, smile the way you smile, gesture or make the statements or sounds you make when you're really celebrating. Literally put yourself in the peak of that state.

2. **While you're in the peak of the desired state, do something unique over and over again** until it's conditioned and you've created a consistent "trigger." This could be the snapping of your fingers and saying the word *excellent* each time you feel you're at the peak of this state, repeating it dozens of times with more and more emotional intensity.

3. Then **change your state**. Relax. Change your focus for the moment.

4. **Use the trigger**; e.g., snap your fingers and say "excellent!" and you should **feel your body snapping right back into that peak feeling**.

How to Collapse Negative Anchors

Just as you create a positive anchor, you can get rid of negative anchors.

1. **Create a series of positive anchors**. Do them over and over again so that the positive anchors are very strong.
2. **Fire off the positive and negative anchors simultaneously.** This will collapse the negative association. It may feel a little weird at first because you're triggering two completely different emotions in your brain at the same time. When you do this, however, the strongest emotional anchor collapses the other one.

Review: 2 Keys to Effective Anchors

1. Make sure you're "in" a desired emotional state, i.e., make sure you're breathing the way you're breathing when you feel that way, that you have the same look on your face and you're saying the same things to yourself. You're truly in the state that you want to anchor.
2. Consistently link a trigger to that state. A unique touch, a facial expression, a gesture, a snap of the fingers, a word or something that you will use in the future as the trigger for your anchor.

Using Swish Patterns

A "Swish Pattern" is a way to anchor yourself so that you move in a new direction in your life.

To learn how to do a Swish Pattern, think of a negative ritual you partake in (i.e. procrastinating, biting your nails). What's a behavior or something that you do that really bothers you and you don't want to do it anymore?

Then, complete these four steps:

1. **Identify the behavior you want to change; then imagine the behavior in your mind.** Picture yourself doing this behavior.
2. **Create a new picture of yourself as you would be if you made the desired change.** Push aside the other image and in its place, imagine a big picture of how you'd ultimately like it to be.
3. Now we want to condition your brain so that just when you start to do the old behavior, instead you'll be triggered with a new behavior that empowers you. To do this, you'll use a "picture-in-picture" technique – you'll **"swish" the two pictures so that the unresourceful behavior automatically triggers the resourceful one.**

   Make a big, bright picture of the behavior you want to change; then in the bottom right-hand corner of that picture, make a small dark picture of the way you want to be. Now take that small picture, and in less than a second, have it grow in size and brightness and literally burst through the picture of the behavior you no longer desire. As you do this, say the word *whoosh*! with all the excitement and enthusiasm you can master.

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4. **The key to this pattern is speed and repetition.** Do this five or six times, as fast as you can – and have fun doing it! What you are telling your brain is, "See this. *Whoosh*! Do this; see this. *Whoosh*! Do this…" until the old picture automatically triggers the new picture, the new states and thus the new behavior.

Your Assignment

1. **Create a positive anchor.**
    1) Choose an emotion you would like to have "at your fingertips."
    2) Take yourself back to a time when you really felt that way.
    3) Link that feeling to a gesture (e.g., making a fist and saying "yes!"), and do it over and over until you can trigger the feeling with this anchor.
2. **Do at least 15 Swish Patterns as described above.**
3. **Capture any notes** about how you feel about the old behavior and the new one you've replaced it with.

JOURNAL NOTES

"The secret of change is to focus all of your energy not on fighting the old, but on building the new."

– Socrates

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DAY 17 – HOW TO CONDITION YOURSELF FOR WEALTH

If you don't have enough money in your life, there's one primary reason: You haven't conditioned yourself for wealth.

Money is nothing but a means to measure the exchange of value between people.

7 Reasons Why Most People Never Make It Financially

1. They associate negative things to making and/or having money.
2. They never make having an abundance of money an absolute *must*.
3. They never develop an effective strategy for building wealth.
4. They fail to follow through consistently on their financial plan.
5. They rely too much on "experts."
6. They become financially complacent.
7. They allow financial crisis to turn into financial ruin.

You can use what you're learning in this program to heal these seven "wealth wounds."

Condition Yourself for Wealth

The time to handle a problem is before it ever comes up. To condition yourself to wealth, you must develop strategies for the following:

1. *Attracting* money into your life.
2. *Managing* your money.
3. *Sharing* your money, which will give you tremendous joy.

Go do something where you give, even if you feel like you have nothing to give. Give your time and your energy. When you do that, you teach your brain that there's more than enough.

To master these strategies, use modeling.

1. Find people who are getting these results, and study what they do.
2. Do the same things consistently, and get the same results.

The Essence of Real Wealth

When asked "What does it take to be wealthy?" Sir John Templeton, one of the greatest investors of all time, answered, "Gratitude." No matter how much money you have, when you're grateful, you're rich.

Your Assignment

Give yourself a financial checkup to find out your "wealth wounds" so you can transform these wounds into your financial advantage.

❒ **1.** What are your most limiting beliefs about having absolute financial abundance? (You can ask yourself another question: What do you associate to financial excess? Most people associate negative emotions to this, and wonder why they never maintain a financial position of "excess dollars.")

My most limiting beliefs about having absolute financial abundance:

❒ **2.** Now consider whether you have a specific amount of money that represents financial abundance. Have you made this number a "must" for your life? Or is your current "must" the ability to live comfortably by paying your current bills? If you've not established a specific number, do so now and commit to having it.

What specific amount of money represents financial abundance to me?

❒ **3.** Remember the axiom: Never leave the site of setting a goal or making a decision without taking some action toward its attainment. Today, do something toward developing a financial plan. Contact a financial planner, pick up a book on creating financial plans, or call us and enroll in our Wealth Mastery live event.

What I will do today toward developing a financial plan:

Take the Next Step!

Tony Robbins Wealth Mastery® live event to learn the strategies that will help you close the gap from where you are financially to where you want to be... and towards financial freedom! Call 1-800-898-8669 (or 1-858-713-8217) to learn more!

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❒ **4.** Use something you learned from today's session – some simple distinction – to start feeling like you're making financial progress. Maybe it's simply a financial decision you're going to make about what you're no longer going to spend or what you are going to invest in. Maybe it's a decision you're going to make about what to believe about financial excess. **Remember, tiny actions lead to a pattern of habits that ultimately can be used to create the financial freedom you deserve.**

What I learned today that I can use to make progress:

❒ **5.** Make a list of any financial terms or aspects of financial management that you currently don't fully understand, and make a commitment to find the people who can give you the answers you need. **There's nothing wrong with not knowing an answer;** there's something incredibly wrong with not taking action to get that answer immediately.

Financial terms and aspects of personal finance I don't currently understand fully:

❒ **6.** Remember the power of "why." **Write a paragraph about why you're going to continue to follow through and avoid complacency.** What were the excuses you used in the past? This is an area of your life that must be mastered. Come up with enough reasons that will help you continue to follow through. Make a list of them now.

Why I'm committed to following through:

❒ **7.** **Ultimately, what frees you from fear is the belief that you are much more than anything that could ever happen to you financially.** Write down one or two situations that have occurred in your life that seemed difficult or impossible, but you have pulled yourself through. Use these to remind yourself of the capacity you have to turn challenges into opportunities.

One or two situations from the past when I pulled through despite difficulty:

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If you are sabotaging yourself financially, it's because you believe on some level that the accumulation of money is going to lead to more pain than pleasure.

Our brains don't work logically; they work based on what we associate to things. If we're going to eliminate financial self-sabotage, we must change our neuro-associations about money.

To begin attracting wealth you must do the following:

1. Recognize you're *already* wealthy.
2. Believe that you're also creating a way for others to fulfill their dreams.

Trying to turn around financial sabotage simply by working harder will not work.

Your beliefs about money are like a rubber band: you push and stretch yourself and just when start to make some progress, the rubber band snaps you right back to where you were. The only way to break through is get rid of the rubber bands. Enlarge your picture of your financial life, so that you're always building and expanding.

Exercise: Eliminate Financial Self-Sabotage

Answer these questions to eliminate financial self-sabotage forever.

1. **Write a description of all of the pain you experience because you don't have the financial abundance you deserve.**

2. **List words that you associate to money.** When you're done, look at your list. Is it mostly positive or mostly negative?

3. **Write down what you remember hearing about money when you were growing up.** Do you notice any conflicts?

4. **Associate to how your life would be greater if lack of money were no longer an issue.** Write down all the benefits you would have and all the ways your life would be enhanced if money was no longer an issue.

5. **Remove your limiting beliefs by ridiculing them and creating massive pain to having them.** Then, replace them with positive beliefs that will drive you forward financially. Go through each negative phrase or belief about money and counteract them with beliefs that empower you.

Disempowering Beliefs	Empowering Beliefs

Examples: Empowering Beliefs That Lead to Financial Freedom

1. *"The more I give to others, the more money I receive on an ongoing, consistent basis."*
2. *"I must live in an attitude of gratitude, and I must give much more to others than I expect back."*

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6. **Add additional empowering beliefs that you want to add to your repertoire to not only move beyond financial self-sabotage but to also move toward financial freedom.**

Financial abundance comes from doing what you love doing and making sure it creates tremendous value for other people.

To find the appropriate vehicle for building wealth, answer the following questions:

1. What do you love to do most?
2. How could you do this to benefit others so that they would be willing to invest in it?
3. How could you do it to reach a multitude of people?
4. How could you do it intelligently so that it remains profitable?

Above all, make sure you're a giver!

Your Assignment

Every day, for the next 10 days, write down three ideas for increasing your income or ways in which you could earn more from the income you already have.

Doing this for 10 days will begin to train your mind to look for economic opportunities. They're all around you – but you must develop a habitual mindset that notices them and then causes you to act upon them.

"The secret to wealth is simple: Find a way to do more for others than anyone else does. Become more valuable. Do more. Give more. Be more. Serve more."

– Tony Robbins

JOURNAL NOTES

"Money is usually attracted, not pursued."
– Jim Rohn

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To eliminate fears, we must change our mental rules.

Definition

Fear

An emotional state where our brains are activated to avoid pain.

Fear is not always something to be avoided. Fear is a useful emotion in the appropriate context. The goal is to eliminate fear where it's limiting us and not supporting us.

How to Eliminate Fear

First, define what must happen currently for you to feel the fear. Then, create new definitions for what must happen for you to feel fear so that it is hard to experience.

Then, *decide* you're going to be free of this fear, *get leverage,* then *interrupt your pattern* using the "erasure technique:"

1. Get yourself into a strong, positive state, and create a positive anchor.
2. Picture a big failure from your past, and watch it happen as if it were on a movie screen.
3. With a big smile, run the entire memory in reverse at high speed.
4. Now run it forward twice as fast to the end and stop.
5. Run it backward and forward repeatedly as fast as you can, each time making it more bizarre.
6. Now think about the painful memory. You should be smiling!

Finally, *imagine having the success you want* (as a result of overcoming your fear) over and over again until it's absolutely real for you and becomes a sense of certainty that is emotionally conditioned.

Exercise: Change Your Patterns Around Success & Failure

1. Define what has to happen in order for you to feel successful.

   What has to happen for me to feel successful?

2. Define what has to happen in order for you to feel like a failure. What kinds of things trigger this feeling?

   What has to happen for me to feel like a failure?

3. Create a new definition of success. In order to feel empowered, what has to happen for you to feel successful?

   What has to happen for me to feel successful now?

4. Create a new definition for failure so it's hard to feel. Now, what has to happen in order for you to feel like a failure?

   What has to happen for me to feel like a failure now?

5. **Use the "erasure technique" to free yourself from the fear of failure once and for all.**

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Exercise: Overcome the Fear of Success

1. To eliminate the fear of success, turn the fear of pain on itself. Take a moment right now and write down all that you'll lose if you don't remove the fear of success. What will it cost you if you keep indulging in this emotion?

   What will the fear of success cost me?

2. List all that you'll gain by using your inner courage and faith right now. What will you gain by overcoming this fear of success? What level of confidence would you have? How much action would you take? What kind of results could you create?

   What will I gain by eliminating the fear of success forever?

3. **Use the "erasure technique" to free yourself from the fear of success once and for all.**

Exercise: Overcome the Fear of Rejection

One of the feelings that most people will do anything to avoid is the feeling of rejection.

The truth is the only way that you can feel rejected, just like any other emotion, is *if you make yourself feel rejected*. There is nothing and no one outside of you that can ever generate that painful emotion except you.

Handle the fear of rejection the same way you handled eliminating the fears of failure and success.

1. **Decide that you're not going to allow it to control your life.**

2. Get enough leverage to follow through. **Write down the cost of not overcoming this fear and the benefits of being free of it.**

3. **Create a new set of rules for what must happen for you to allow yourself to feel rejected.** Set a high standard and make it difficult to feel rejected. Remember, anyone who's succeeded has gone through massive rejection at some point!

4. **Use the "erasure technique" to interrupt your old pattern.** Create a strong, positive anchor. Then, fire it off as you imagine yourself being rejected.

5. **Continue to condition yourself so that when someone rejects you, it actually makes you feel stronger.**

Your Assignment

1. **Write down two experiences when you felt you failed, two when you felt rejected and a benefit you gained from each of them.**

2. **Use the "erasure technique" to interrupt your pattern with these four experiences.**

REMINDER

Be sure to take time this weekend to listen to your subliminal audios.

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Anything we do, including "self-sabotage," we do with positive intent.

Our brain, consciously or unconsciously, is always trying to benefit us in some way. An example of this might be if you consistently pull back right before you're about to have your greatest success – yet this is not your brain trying to hurt you. It may simply be trying to protect you from succeeding and putting yourself in the position of needing to continue to do so, i.e., your fear of success may actually be protecting you from a situation where you may ultimately feel rejected. It's important to realize that intent is good. Your brain is "on your side." You must simply condition it to be more effective.

What's happening when we begin to sabotage ourselves is we have mixed neuro-associations. We associate both pain and pleasure to the same outcome.

For example, some individuals have been in intimate relationships that were quite painful. Now they find themselves moving toward relationships out of the desire to have intimacy, love and connection, but at certain points pulling back because they associate the pain of the past and the fear of rejection to relationships.

You must take control back by changing your associations to the thing you're sabotaging.

2 Keys to Eliminating Self-Sabotage

1. Don't jump to conclusions and assume because you did something, maybe even a few times, and it didn't work out, that self-sabotage is coming to get you! Just refocus, decide what you want to accomplish and try another approach.

2. If it clearly is a pattern of self-sabotage, use the techniques you've learned in this program to create a better pattern.

Exercise: Eliminate Self-Sabotage

1. **Identify any tendency you may have to sabotage yourself.** Is there a behavior that's keeping you from getting your goals?

2. **Ask yourself, "what's the positive intent?"** Feel good because your brain is trying to help you avoid pain and gain pleasure.

3. **Get leverage on yourself to make a change.** What's all the pain you're going to get if you don't change this pattern? What's the pleasure you will get when you do change the pattern forever?

4. **Interrupt the old pattern using the "erasure technique."** See yourself going into a situation when you might sabotage yourself and interrupt the pattern over and over again until the pattern is eliminated.

5. **Install a new empowering pattern.** Rehearse achieving the success you want and feeling the pleasure of succeeding until the new pattern is conditioned.

Create Unstoppable Self-Confidence

There are three primary ways you can create self-confidence at any moment:

1. The quickest way is to **make a radical change in your physiology:** intense, radical changes in breathing, gestures, movement, facial expressions.

2. **Control your mental focus.** The fastest way to change what you're focusing on is to change the questions you're asking yourself. Change from, "What happens if I fail at this?" or "Why do I always screw these things up?" to "What's the best way to get this done now?" or better yet, "What's the best way to get this done and enjoy the process?"

3. **Change your core beliefs.** Change from, "I've never done it before so I don't see how I could do it today," to "If I can imagine it, I can achieve it."

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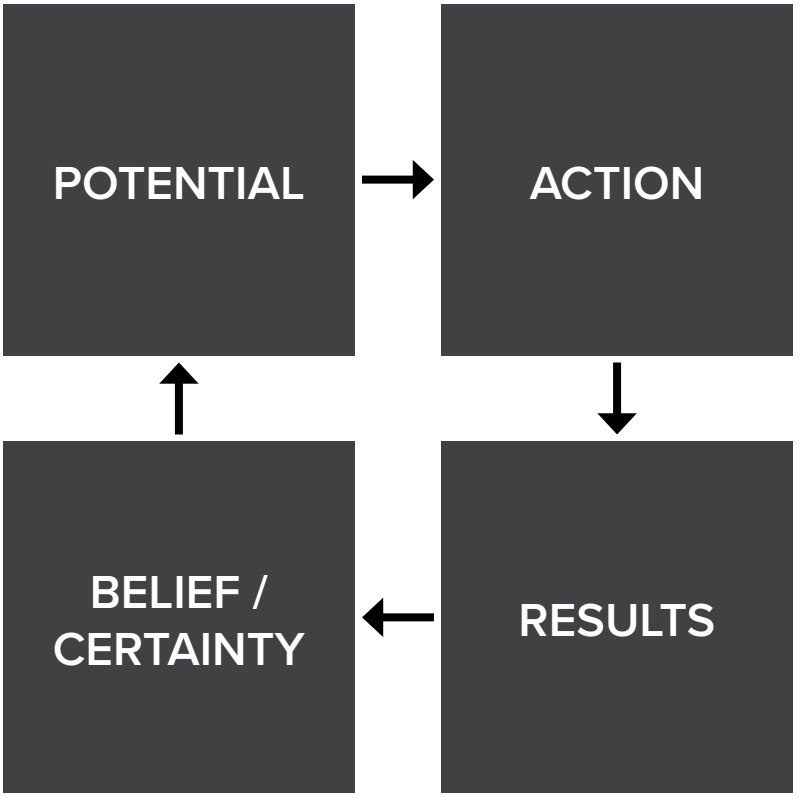
The Success Cycle

There are four elements that affect the quality of our lives. Our potential as human beings is unlimited. How much of your potential you tap into, however, is affected by your beliefs and attitudes, which then affects how much action you take and then the results you get.



Change your beliefs about what's possible by getting "Results in Advance."

If you want to succeed, rehearse succeeding until it's so real for you, your brain begins to believe it.

2 Keys to Confidence

1. Stop focusing too much on yourself and focus on how you can contribute to others.
2. Remember, no matter your background, there are things in this world that you are really good at that you've accomplished. Pull out some of your memories of tough situations in your life, where you didn't think you could pull it off but you turned it around.

Your Assignment

1. Manage your memories. Recall five of your greatest successes, and write a paragraph describing each one. Use these examples to remind yourself that you can always find a way!

   My five greatest successes:

   1)

   2)

   3)

   4)

   5)

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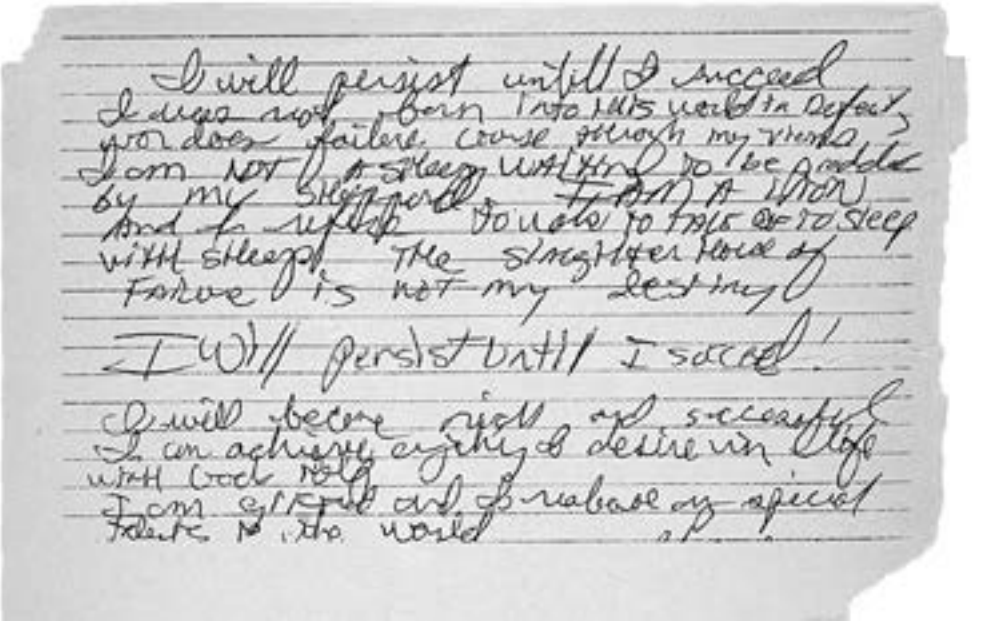
Excerpt from Tony Robbins Journal, 1978



I will persist until I succeed. I was not born into this world in defeat, nor does failure course through my veins. I am not a sheep waiting to be prodded by my shepherd. I am a lion. And I refuse to walk, to talk, to sleep with sheep. The slaughter house of failure is not my destiny. I will persist until I succeed! I will become rich and successful. I am achieving everything I desire in life with God's help. I am gifted and I release my special talents to the world.

JOURNAL NOTES

"With realization of one's own potential and self-confidence in one's ability, one can build a better world."

– The Dalai Lama

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DAY 23 – HOW TO INCREASE YOUR ENERGY

Everything you want in your life – that we've talked about in this program – presupposes that you have the energy to follow through.

Many people in life fail not because they don't have the ability or the intelligence or the skill, but because they run out of emotional gas while they're climbing the mountain of success.

4 Keys to Energy & Vitality

Key #1: **The first key to vibrant health and energy is to understand and apply the *power of breath*.**

1. Breathing controls the condition of your bloodstream; it controls the flow of lymph and thereby stimulates the body's immune system.
2. The most effective way to breathe in order to cleanse your system is to do it in a ratio of 1:4:2.
    1) Inhale through your nose for one count.
    2) Hold for four counts.
    3) Exhale through your mouth for two counts.

    (For example, inhale 7; hold 28; exhale 14. Remember to start your breathing from deep in the abdomen.)

Key #2: **Another essential component of healthy breathing is to exercise daily.** Our bodies are designed to move!

Key #3: **Drink plenty of water.** Hydration changes the biochemical functioning of your body and has a huge effect on your emotional state. Instead of reaching for food, reach for a glass of water first.

How much water should you drink?

Drink half your body weight daily in ounces.

For example, if you weigh 160 pounds, drink 80 ounces of water per day.

"The higher your energy level, the more efficient your body. The more efficient your body, the better you feel and the more you will use your talent to produce outstanding results."

– Tony Robbins

Key #4: **Make sure that at least 70% of your diet is made up of foods that are closest to their natural source.**

1. Write down everything that has passed your lips in the last 24 hours along with the amounts.

2. **Circle the healthy, natural, high-value foods on this list.**

3. **Determine what percentage of your diet is made up of healthy foods.**

The quality of your life depends on the quality of the life of your cells.

Your Assignment

For the *next 10 days,* work on creating this new *results ritual*.

1. Three times a day, practice 10 repetitions of deep breathing as instructed above in a ratio of 1:4:2.

2. Make sure your diet consists of 70 percent healthy, natural foods and notice what a huge difference this makes in your energy level. You'll be addicted to consistently living in this way that massively improves the quality of your life.

Health & Vitality Is a Daily Practice!

To learn about Tony Robbins supplement products such as BioEnergy Greens™, the Core-3 Power Pack™, Energy Now™ and more, call us at 1-800-519-3510 | 1-858-535-6290 or visit: www.tonyrobbins.com/supplements.

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Everyone deserves to have the incredible experience of being in an intimate relationship.

The biggest thing that keeps people from having the relationships they want, however, is that they're looking for a relationship to be the solution to their problems. This approach disempowers both people in a relationship.

Cardinal Rules of Successful Relationships

1. The quality of your relationship comes down to the quality of your commitment to making it work. **Nothing of lasting and measurable value in life can be created without absolute commitment.**
2. **You must think of a relationship as a place to *give* rather than a place to *get*.**
3. **Avoid the Law of Familiarity** where enthusiasm decreases and then negative "anchors" are formed, which are the primary killers of relationships. To prevent negative anchors, make sure you're not focusing on the other person when you're in negative states.
4. **Don't let arguments get out of control**. Use pattern interrupts with each other. Be playful!
5. **Learn to consistently meet the strategies of love and attraction of your partner**. We all have unique triggers or anchors that cause us to feel love and attraction:
    - Some of us need to be *visually* shown that we are loved; e.g., we want someone to look at us with that loving look, to take us places to show they love us or maybe even to buy us things.
    - Some people need to *hear* they're loved in a specific way with a certain tone of voice.
    - Some people need to be *touched* in a certain way. Some need a gentle touch; some need to be held tightly so they know that you passionately care. Everyone is different. Everyone is unique. You must know the strategy of your partner. Be sure to review the process of how to do this on the audio.

    Find out what the person's love strategy is, and meet it consistently.

Give what you most want to receive, but don't get trapped by "You do it first, and *then* I will."

1. Use your enthusiasm to enhance the quality of your relationship.
2. Ask questions that encourage love to be expressed.
3. Be spontaneous. Work at creating special moments.

Your Assignment

1. Identify and write down exactly what you want in a relationship. Then, write down what you don't want.

   What I want in a relationship:

   What I don't want in a relationship:

2. Identify what the relationship needs to be for you to be happy and contribute to it in an effective way.

   Description of what my relationship needs to be:

3. Develop a list of unique things you can do together to enhance your relationship on an ongoing basis.

   Unique things we can do together to enhance our relationship:

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DAY 25 – HOW TO SOLVE PROBLEMS QUICKLY & EFFECTIVELY

A problem is a question you haven't yet answered to a level that has fulfilled you. Your brain can answer any challenge, any problem if you just ask an effective question of yourself.

Our goal is not to ignore the problems of life but to put ourselves in better mental emotional states to not only come up with solutions but to also really meet the challenge and take action.

7 Keys to Solve Problems Effectively

1. **Manage your emotional state.** Avoid letting yourself feel "overwhelmed." Learn to associate massive pain to the state of being overwhelmed and to associate pleasure to solving the problem.
2. **Write the problem on paper.** Spend no more than 20% of your time defining it. *80% of your time should be spent on the solution*.
3. **Come up with your best plan for handling the challenge and act upon it as quickly as possible.**
4. **Notice what you're getting from your current actions.**
5. **If what you're doing isn't working, change your approach.** Develop more flexibility by asking yourself, *"What would happen if…?"*
6. **Find role models** and discover how they've solved similar problems to yours.
7. **Change your beliefs about what problems are**. Call them "*challenges*." They are opportunities for you to *grow*.

Definition

Problem

The root of the world "problem" means "to throw forth." This implies that we throw forth the very problems that we experience in our lives. Is it really possible that we throw those things out there so we'll continually expand and grow?

Use the 5 Problem-Solving Questions

Use the five problem-solving questions to put yourself in a positive, resourceful state for finding effective solutions.

1. What is great about this problem?
2. What is not perfect yet?
3. What am I willing to do to make it the way I want it?
4. What am I willing to no longer do in order to make it the way I want it?
5. How can I enjoy the process while I do what is necessary to make it the way I want it?

Your Assignment

Using a problem you now have, go through the five questions and write down your answers to them. How can you solve your "challenge" using these questions?

Identify the problem: _____

1. What is great about this problem?

2. What is not perfect yet?

3. What am I willing to do to make it the way I want it?

4. What am I willing to no longer do in order to make it the way I want it?

5. How can I enjoy the process while I do what is necessary to make it the way I want it?

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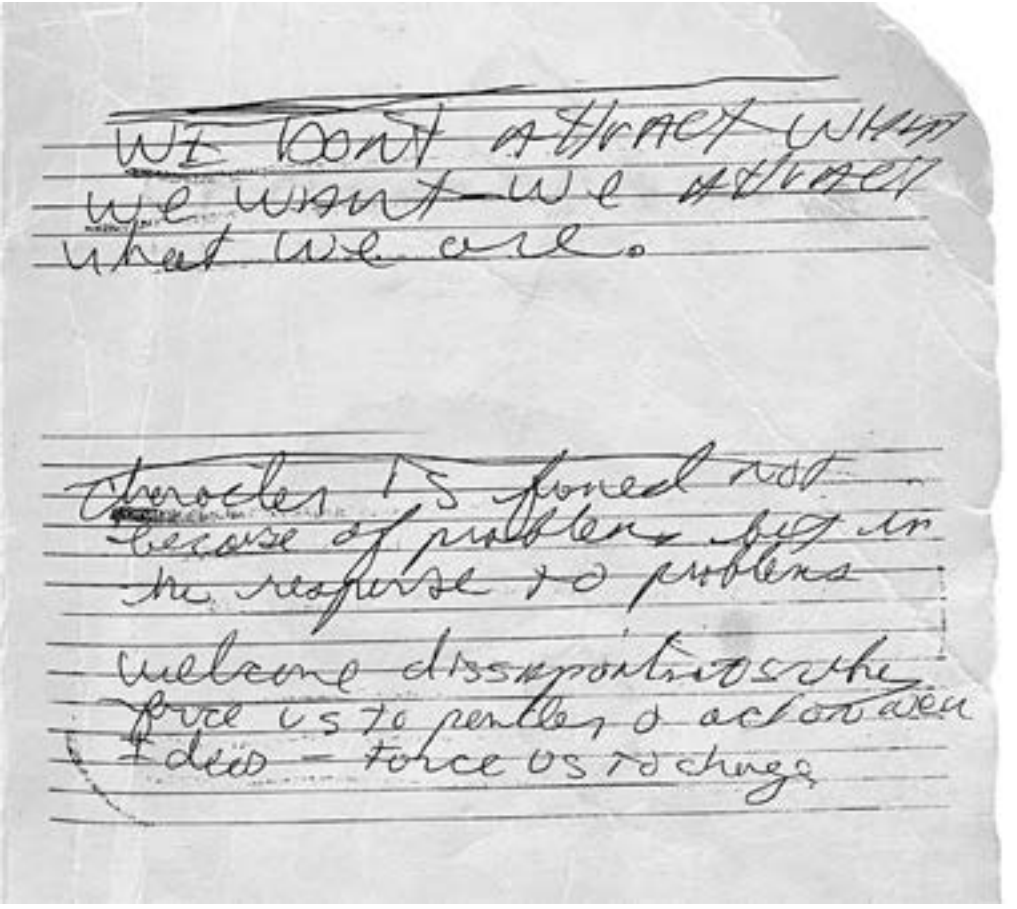
DAY 25 – HOW TO SOLVE PROBLEMS QUICKLY & EFFECTIVELY

Excerpt from Tony Robbins Journal, 1978


We don't attract what we want — we attract what we are.

Character is found not because of problems, but in the response to problems.

– welcome disappointments as they force us to ponder & act on new ideas — force us to change.

We don't attract what we want; we attract what we are. Character is found not because of problems, but in the response to problems. Welcome disappointments, as they force us to ponder and act on new ideas – force us to change.

JOURNAL NOTES

"Identify your problems but give your power and energy to solutions."

– Tony Robbins

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Challenge yourself to make sure this is not the end but the beginning.

3 Paths in Life

1. The "Dabbler"
2. The "Stressor"
3. The *Master*

The Path to Mastery

1. **Decide what you really want.**
2. **Develop a plan and find someone to model.**
3. **Take action immediately on your goals and plans.**
4. **Be flexible in your approach.**
5. **Keep a journal:**

   If your life is worth living, it's worth recording.

   Capture your thoughts, your ideas and your emotions on paper so you can use your insights and life experience to constantly improve. Remember, we're only happy in life if we're growing and contributing. Your journal becomes your own personal textbook for better living.

6. **Master your mental and emotional states.**

   1) Develop compelling reasons to continue to manage your life.

   2) Anticipate the challenges of life, and use role models to help you determine how you will deal with them.

   3) Re-evaluate your life on a regular basis.

   4) Become a "team player." This is the greatest joy! Surround yourself with a team of people you deeply care for, to whom you're inspired to contribute more and more, which causes you to demand more from yourself. This is true wealth!

7. **Commit your life to something bigger than yourself.**

Your Assignment

1. Today and during the next four days, review the past 25 days and do any assignments or other work that you have not yet completed.
2. Be sure to listen to the Bonus PowerTalk! session included in this program.
3. Take some kind of action today to continue your momentum. Make a phone call, commit to a friend, sign up for a live event or ongoing coaching. You've got to re-enter the gym and commit to a life of Constant And Never-ending Improvement (CANI!).
4. Review the goals you wrote down in the goal-setting workshop. Pick your top four goals, and write a paragraph for each one, describing why you're committed to achieving it and what you'll lose by *not* achieving it.
5. Develop a plan for achieving these four goals, which includes something you can *do* in the next four days toward accomplishing each of them.
6. For at least the next 10 days, continue to do your Morning and Evening Questions.
7. Keep a journal. Write down what happened, what you learned, what you discovered, what you create, what you contributed and any lessons you want to remember. Be sure to keep track of your magic moments as well!
8. Please consider allowing me and my team the privilege of coaching you personally.

Remember, what you get in your life is isn't going to make you happy. Focusing on who you become is the path to lasting joy and fulfillment.

Congratulations on the new momentum you've created in your life. It's not how long you live, it's about how you live. Make sure you do something every day to make your life the masterpiece it deserves to be.

As always, continue to Live with Passion!

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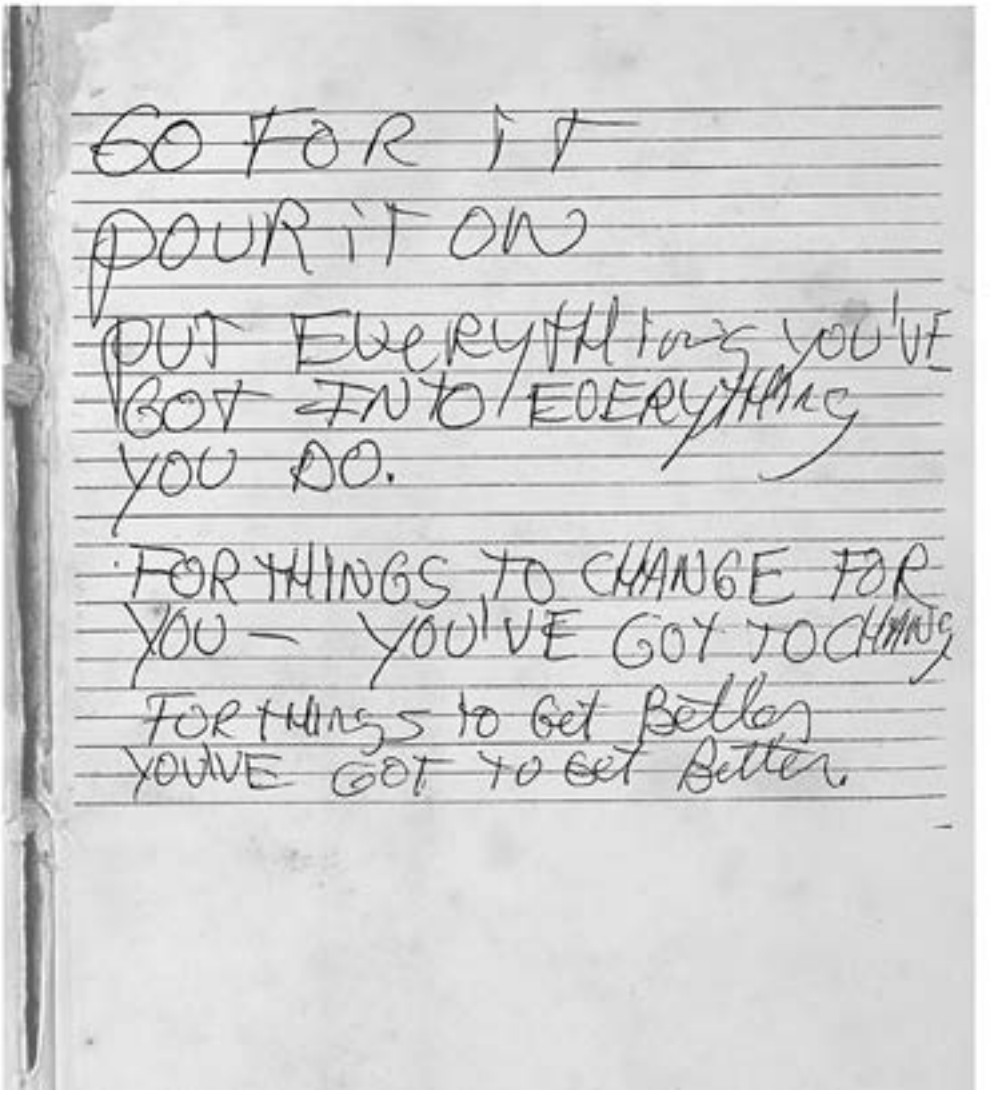
Excerpt from Tony Robbins Journal, 1978


GO FOR IT
POUR IT ON
PUT EVERYTHING YOU'VE
GOT INTO EVERYTHING
YOU DO.
FOR THINGS TO CHANGE FOR
YOU – YOU'VE GOT TO CHANGE
FOR THINGS to Get Better
YOU'VE GOT TO Get Better.

Go for it. Pour it on. Put everything you've got into everything you do. For things to change for you – you've got to change for things to get better. You've got to get better.

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*"I challenge you to make your life a masterpiece.
I challenge you to join the ranks of those people
who live what they teach, who walk their talk."*

– Tony Robbins

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In this session, you'll hear several powerful and inspiring excerpts from highly acclaimed interviews with four masters in their respective fields. All are from Tony Robbins' PowerTalk! series, and they were specially selected to move you toward achieving lasting personal fulfillment.

Stephen Covey, PhD

Dr. Stephen Covey, author of the best-sellers *The 7 Habits of Highly Effective People* and *Principle-Centered Leadership*, shares with you his principles regarding organization, community and family leadership.

Values are internal; principles are external.

1. Our value system is manifested in our habits or what in an organization are called "practices."
2. The part of mission statements that focuses on principles deals mainly with four things:
    1) Physical well-being
    2) Economic well-being
    3) Social well-being
    4) Psychological well-being

Seven habits are required to build the character strength that produces success:

1. Take responsibility for your own life.
2. Decide what your life is about.
3. Live in accordance with what your life is about.
4. Treat other people with great respect and dignity.
5. Listen to others first.
6. Use synergy.
7. Hone your skills.

What's one idea, strategy, distinction or awareness you gained from Dr. Steven Covey that will be valuable to your personal or professional life? What qualities can you focus on that form the foundation of success?

Deepak Chopra, M.D.

A traditionally trained medical doctor who is also an expert in alternative forms of treatment and psychoneuroimmunology, Dr. Deepak Chopra has written many books (both nonfiction and fiction) exploring the powerful mind-body connection, including *Quantum Healing, Perfect Health* and *Ageless Body, Timeless Mind*. In this enlightening interview, he talks about how to achieve vibrant health and longevity.

1. The human body is an exquisite pharmacy, producing every "drug" that the pharmaceutical industry does – in a better quality, the right dose, without side effects and less expensively.

2. The hypnosis of social conditioning has caused most of us to lose the ability to use the huge "library" of information our bodies have.

    - A network of intelligence, communication and information controls all of the simplest and most complicated processes in our bodies.

    - If you can get in touch with these processes, you can eliminate 95 percent of all disease.

3. We are steeped in the "superstition of materialism."

    - This superstition is the belief that the world is made up of physical objects in space and time and that thought or consciousness is the "epiphenomenon" of matter. In other words, we believe that our beliefs are simply a by-product of our physical bodies.

    - The truth is that it's the other way around!

        1) This is a thinking universe, a "quantum soup."

        2) We create the body and mind; through the body and the mind, we ultimately create our experience of the world.

4. You make a new body once a year.

    - Because of the underlying quantum mechanical framework – the cellular "memory" – the body keeps rejuvenating itself in the same form.

    - It's as if you had a chance to change every brick in a building every year, yet you keep rebuilding the same structure.

    There is no such thing as reality, only perception of reality.

What is the most significant understanding or insight you've gained from Dr. Deepak Chopra on how human physiology and emotion influence each other? How would you apply this distinction to experience more vibrant health?

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Barbara DeAngelis, PhD

The author of several best-selling books on relationships, including *How to Make Love All the Time* and *Secrets About Men Every Woman Should Know*, Dr. DeAngelis talks about the most common mistakes people make in relationships:

1. Not making a true commitment to the relationship – if things aren't going their way, they leave, either physically or mentally or emotionally, and never handle the problem.

2. Not telling the complete truth to their partner – sometimes telling the truth means asking for what you want, and a lot of people don't know what they want in the first place.

   When you let all the resentments and little problems build up rather than "rock the boat," it quickly erodes the passion between you and creates the experience of two separate realities rather than an intimate shared reality.

Here are the first steps to re-create the intimacy and bring the magic back into your relationship:

1. Take an accounting of all the things you are both holding inside that are not balanced, all the things you've been hurt and angry about.

2. Use the "love letter" technique to get in touch with what you want. Sit down with a piece of paper and a pencil, and write what you feel, starting with the anger all the way through until you feel the love. Exchange letters with your partner, and read them so you both understand what's going on with the other person.

3. Read every book on relationships that you can. Listen to podcasts. Sit down with your partner and do exercises. Go to workshops together. Do everything you can to improve your relationship education.

4. If you want lifelong passion, you're going to have to invest in it. Don't wait until your relationships are in crisis. Make them your top priority now!

According to Dr. Barbara DeAngelis, what are the most common mistakes people make in relationships, and what steps can you take today to improve your relationships instead?

John Gray, PhD

Dr. John Gray is the author of mega-best-sellers *Men Are From Mars and Women Are From Venus, What Your Mother Couldn't Tell You and Your Father Didn't Know*, and *Mars and Venus in the Bedroom*. Here he shares his insights on how to improve communication and interactions between the sexes:

The underlying idea of men and women "being from two different planets" is not that the two sexes are so completely different they'll never be able to understand each other or get along.

Rather, it's that *once you accept someone's differences, then you can really begin to understand the validity of who that person is*.

If we were all alike, we'd be missing out on so much. Part of what makes life worth living is the variety, the differences between men and women. We are often attracted to people who have qualities that we don't have.

Some of the major differences in how women and men tend to communicate include the following:

1. When a woman comes home from a stressful day, the first thing she wants to do is talk about it, whereas when a man comes home from a stressful day, the first thing he wants to do is forget his problems.

2. When a man hears about someone else's problems, he feels he must solve them for the other person, or if there's nothing that can be done, he wants to forget about it for the time being.

3. Tension often occurs when the man starts trying to handle the woman's problems, thinking that's what she wants, when all she really wants is to be heard. At the same time, she gets the feeling that he's trying to shut her up and that he doesn't really care about what she's going through. She doesn't want him to fix her problems; she just wants him to *listen*.

4. One thing men can do is learn the art of "ducking and dodging." When women talk about problems, men should simply listen, not taking it personally, not offering solutions. They should listen actively, keeping their attention on their mate, not getting distracted by other things.

5. In general, women tend to be more process-oriented, whereas men tend to be more goal-oriented. This can create difficulties in corporations, for example, if a woman in upper management shares problems with others at that level, a man thinks, "So what's she going to do about it?" whereas she would think it rude to talk about a solution without first giving everybody a chance to talk about the problem.

6. There are many other distinctions that are physiologically or culturally based. For example, repeated studies show that men tend to use one part of the brain at a time, being very task-oriented, whereas women tend to use many parts of the brain at the same time.

7. In a crisis, women generally want to talk before acting, while men tend to act first.

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How can you apply Dr. John Gray's distinctions and ideas on the differences between the sexes to create more fulfilling relationships with the significant people in your life?

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Here is the text of the word-for-word messages contained in the subliminal audios designed to help direct your other-than-conscious mind. Listen to these audios on the weekend or anytime you want to give yourself a mental and emotional boost!

Total Self-Confidence

1. I am resourceful. I have the ability to do whatever it takes to succeed and to support all those whom I love.
2. I enjoy life's challenges, and I learn from everything that happens in my life.
3. I live each day with passion and power!
4. I feel strong and powerful, happy and excited.
5. I have tremendous confidence in my talents and my abilities.
6. I meet every situation knowing I am its master.
7. I have deep respect for myself and for everyone I meet each day.
8. I am committed to perform with excellence in all that I do.
9. I forgive myself and others easily.
10. I am aware of the priceless value of my life and the lives of everyone I meet.
11. My confidence is unshakable because I live with integrity.
12. I am always at peace because I trust and follow my internal guidance.

Vibrant Health and Energy

1. I deeply respect my body and take excellent care of it each day.
2. I consistently think healthy thoughts.
3. I have mastered the habit of proper breathing, and it gives me great energy.
4. I feel great pleasure from the health and strength of my physical body.
5. I eat and drink only wholesome foods and beverages.
6. I wake up each day feeling vibrant and healthy.
7. I start each day with an abundance of energy.
8. I have a deep sense of health and well-being.
9. I respect my body's healing wisdom and its energy.
10. I will always feel and look young and healthy.
11. I have an abundance of energy available for all that I must do.
12. I retire each night feeling grateful for my vibrant health and energy.

JOURNAL NOTES

"I've come to believe that all my past failure and frustration were actually laying the foundation for the understandings that have created the new level of living I now enjoy."

– Tony Robbins

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Unlimited Financial Success

1. I was born to share freely in the abundance of my life.
2. I have much to give, and I share it freely with others each and every day.
3. My work is a great contribution to others, and I am richly rewarded for it.
4. I attract and enjoy greater financial abundance each day.
5. I am a giver, and what I give comes back to me multiplied many-fold.
6. I am deeply grateful for every day and for all the great abundance in my life.
7. My gratitude opens me up to unlimited financial success.
8. I am aware of, and I experience, all the wealth that surrounds me every day.
9. The wealth of my Creator circulates throughout my life. His wealth flows to me in avalanches of abundance.
10. I feel prosperous and I think prosperous thoughts.
11. I share in the unlimited resources of my life.
12. I handle and invest my money wisely, and I profit daily.

Getting into *Action*!

1. I enjoy the pleasure of using my personal power to benefit myself and others.
2. I feel great pleasure as I take massive action to accomplish my goals.
3. I am in the habit of taking action, so it's effortless for me.
4. I make the most of my time each and every day.
5. I feel the joyful pulse of life as I take consistent action to shape and achieve my destiny.
6. I am a "do-it-now!" person, and I make my time serve me.
7. I'm eager to get into action as I wake up each day.
8. I am deeply fulfilled as I use my personal power wisely.
9. I feel strong and powerful as I take consistent action to accomplish my purpose.
10. I feel grateful for my personal power and the abundance I enjoy.
11. I enjoy greater and greater success because I take consistent action to achieve my goals.
12. I feel great freedom and pleasure as I get into action each day.

JOURNAL NOTES

"It is not what we get, but who we become, what we contribute... that gives meaning to our lives."

– Tony Robbins

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INDEX

In the following pages you will find a complete, cross-reference index of the audios for *Personal Power II*. This index is designed to give you easy and immediate access to any specific element contained in the *Personal Power II* series, enabling you to review at your convenience the wide diversity of distinctions you have learned over this 30-day period of time. We hope this instant "fingertip" access will empower you to utilize what you have learned to continually improve the quality of your life, as well as all those who you have the privilege to touch.

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fighting people at party example		8	1
Fiji, Robbins' resort		11	1
finances, focus on		17	4
financial benefits of empowering beliefs		10	4
financial complacency		17	3
financial costs of limiting beliefs		10	3

Topic	Subtopic	Day	Track
financial crisis into financial ruin		17	3
financial freedom, beliefs for ensuring		18	4
financial giving, experience		18	4
financial self-sabotage, associations and	how to eliminate	18	1
financial self-sabotage, associations and		18	1-7
financial success, associations that sabotage	changing beliefs about	18	2
financial success, associations that sabotage	role models and vehicles for	18	4
financial success, associations that sabotage	why not?	17	1
financial success, associations that sabotage		18	1
financial teachings, changing beliefs about past		18	3
financial trader, associations and success	fulfillment and turnaround	13-14	1, 4
financial turnaround, Robbins'		17	2
financial wealth, beliefs about increasing	conditioning for	18	1
financial wealth, beliefs about increasing	morality of increasing	18	1
financial wealth, beliefs about increasing	steps for developing	18	4
financial wealth, beliefs about increasing		18	1
firewalk	and self-confidence	22	2
firewalk		8	3
fist in face example		8	2
flexibility	success formula	26-30	2
focus	experience	11	2
focus	power of	8	1-4
focus	self-confidence and controlling	22	2
focus	state and	10	1
focus	W. Mitchell's	5-7	1
focus		5-7	2
focusing on others vs. self-analysis		22	4
focusing on world tragedy example		8	3
foods, state change and	power of eating water-rich	23	2

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Topic	Subtopic	Day	Track
foods, state change and		8	1
Frankl, Victor (*Man's Search for Meaning*)		4	1
Freudian therapy		4	1
frustration	limiting beliefs and	10	3
frustration	Robbins' ritual of	15	1
frustration		5-7	1
fulfillment and 6 Human Needs session	effecting change and patterns of	13-14	4
fulfillment and 6 Human Needs session	financial trader's turnaround	13-14	1, 4
fulfillment and 6 Human Needs session	first step to finding new pattern for	13-14	7
fulfillment and 6 Human Needs session	house-cleaning example	13-14	10
fulfillment and 6 Human Needs session	personal activities and levels of	13-14	10
fulfillment and 6 Human Needs session	scale for rating level of	13-14	4
fulfillment and 6 Human Needs session	yearning for	13-14	1
fulfillment and 6 Human Needs session		13-14	6
fundamentals, mastering		11	1
funeral and negative anchor example		16	1
future benefits, Dickens Pattern and		10	4
future costs of limiting beliefs		10	3
future focus, Dickens Pattern and		10	2
game of life		9	3
gangs, fundamental needs met by		13-14	5
Gary Hart	values conflict	9	1
Gates, Bill		17	1
generalizations, beliefs and		10	1
Gestalt therapy		4	1
get a plan	success formula	26-30	2
giving	to others, experience	18	4
giving	to self, experience pleasure of	18	4
giving (see contribution)	destiny controlled by associations to	3	2
global beliefs		9	3
global beliefs		10	1
goal orientation	men	Bonus	4

Topic	Subtopic	Day	Track
goals	action plans towards achievement	26-30	1
goals and values		9	2
goals	achieving anything	11	2
goals	acknowledging dissatisfaction	11	2
goals	being intelligent	11	1
goals	lousy	11	1
goals	making brand new and fresh	11	1
goals	not just things	11	1
goals	pain of not achieving	11	2
goals	power of	11	1
goals	Robbins' results	11	1
goals	specifying in detail	11	1
goals	Yale University study	11	1
goal-setting exercises (see exercises)	power of	11	3
goal-setting exercises (see exercises)	results of powerful	12	1
goal-setting exercises (see exercises)	Robbins'	11	3
goal-setting exercises (see exercises)	workshop instructions	12	1
golf example, state of mind and		16	1
gratitude and wealth		8	4
gratitude in finances		17	4
Gray, Dr. John	Robbins introduction	Bonus	4
great communicators		8	3
growth through contribution		26-30	4
growth, journals and		8	4
habits (see rituals)	seven (Dr. Stephen Covey)	Bonus	1
habitual emotions, habitual questions and		8	2
hair-pulling habit, woman stops		19-21	4
happiness	enjoy the process	9	3
happiness, morning questions about		8	4
headache example, focus and		8	1
health improvement program		23	1
health, good questions about		8	2

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Topic	Subtopic	Day	Track
heart disease and effect of diet		23	2
Hendrix, Jimi		5-7	1
Hill, Napoleon		17	1
house-cleaning example, fulfillment and		13-14	10
how vs. why		5-7	2
human body as pharmacy		Bonus	2
humor, focus on		8	2
hyperactivity, eating and		5-7	3
ideas	journaling	26-30	2
immune system cleansing, deep-breathing and		23	1
immune system study		23	1
impacts to teammates		26-30	4
important in my life	exercise	9	1
installation of new beliefs		10	2
interpretation of experience, example		Bonus	4
interrupting patterns	belief change and	10	1
intimacy	not sharing the little things	Bonus	3
investments, Bible story		17	3
jackknife	negative behavior and attention	3	3
John Howe		26-30	4
Joplin, Janis		5-7	1
journal	each day	26-30	2
jukebox and scratched record example		4	3
kamikaze pilots example		3	3
Kennedy, John F.		8	3
King, Jr., Martin Luther		8	3
kissing people at party example		8	1
knight and static noise story		3	4
knight story, reference to Robbins'		10	2
law of familiarity		11	1
law of use (preventing)	ask effective questions	24	3

Topic	Subtopic	Day	Track
learning, Robbins' focus on	value of	10	2
learning, Robbins' focus on		8	2
leverage, belief change and	Dickens Pattern and	10	2
leverage, belief change and		10	1
life gym		26-30	1
life is a process	enjoy it	26-30	4
life's lessons, journals and		8	4
lifelong learner		26-30	4
lifelong system for success	how to change	26-30	1
limiting emotions, self-identification with		15	2
linkage of pleasure, belief change and		10	2
Lombardi, Vince		11	1
longevity study on living tissue		23	2
loop questions, endless		8	2
Los Angeles Dodgers		5-7	2
lottery winner stories, goal-setting and		12	1
lousy answers to brain's questions	pre-suppose	8	2
lousy questions	boredom and	8	3
lousy questions	doubt and	8	3
lousy questions		8	2
love and law of reciprocation		22	1
love letters exercise		Bonus	3
love strategies	auditory, visual or kinesthetic	24	2
love strategies	what is absolutely necessary for the trigger	24	2
love, conveying in voice		5-7	2
manage your emotions	mastery	26-30	2
manic-depression, study of		5-7	3
mastery	dabblers, tennis metaphor	26-30	1
mastery	lifelong success	26-30	1
mastery	dabbler	26-30	1
mastery	stressor	26-30	1

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Topic	Subtopic	Day	Track
Mastery University	Wealth Mastery, Life Mastery and Date with Destiny	26-30	3
meaning of associations, need for transforming		4	1, 2
means values	money, success, family	9	1
measurement, emotions and		5-7	2
measurement, state		8	1
memory, state and		5-7	1
Men Are from Mars, Women Are from Venus		Bonus	4
metaphors	brain as camera at party	8	1
metaphors	conditioning for success	4	2
metaphors	FEAR as an acronym	19-21	1
metaphors	NAC of controlling your life	4	1
metaphors	pressure and diamonds	11	2
metaphors	problems expand influence circle	25	2
metaphors	watching great movie alone	24	1
military uniform, anchoring and		16	3
mirror portion of Dickens Pattern		10	3
mismatch of human experience		9	2
Mitchell, W.		5-7	1
Mitchell, W.		8	1, 2
modeling	success formula	26-30	2
modeling for wealth		17	1
money neuro-associations (see financial success)	definition of	17	1
money neuro-associations (see financial success)	principles, *The Richest Man in Babylon* and	18	4
monkey and colored squares experiment		22	1
Monroe, Marilyn		5-7	1
morality of increasing financial wealth		18	1
morning questions		8	4
Mother Teresa's associations		3	4
moving-away values		9	1

Topic	Subtopic	Day	Track
moving-away-from values		10	1
moving-toward values		9	1
moving-toward values		10	1
NAC (see neuro-associative conditioning)	nail-biting habit, Swish Pattern for breaking	16	4
NAC (see neuro-associative conditioning)	Nazi concentration camp as contrast	8	2
Nazi concentration camp as contrast	survivors example	4	1
need for certainty	artificial vehicles for meeting	13-14	3
need for certainty	doubtful questions create doubt	13-14	3
need for certainty	negative vehicles for meeting	13-14	4
need for certainty	positive vehicles for meeting	13-14	4
need for certainty	Robbins' uncertainty experience	13-14	3
need for certainty		13-14	3
need for connection and love	negative vehicles for meeting	13-14	8
need for connection and love	vehicles for meeting positive	13-14	8
need for connection and love	relationships and	13-14	8
need for connection and love		13-14	8
need for significance	negative vehicles for meeting	13-14	7
need for significance	positive vehicles for meeting	13-14	7
need for significance	self-evaluation of meeting this need	13-14	7
need for significance		13-14	7
need for uncertainty		13-14	5
need for uncertainty	movie-watching as vehicle	13-14	5
need for uncertainty	negative vehicles	13-14	1
need for uncertainty	paradox of conflicting needs	13-14	5
need for uncertainty	positive vehicles for meeting	13-14	1
need for uncertainty		13-14	5
need for uncertainty		13-14	5
need to contribute		13-14	9
need to grow		13-14	9
needs and problems, universality of human		13-14	1

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Topic	Subtopic	Day	Track
negative anchor example, funeral and		16	1
negative anchors, relationships affected by and relationships		24	1
negative anchors, relationships affected by collapsing		16	2
negative anchors, relationships affected by		16	1
negative consequences of limiting beliefs		10	1, 3
negative emotions as driving force		8	3
negative neuro-associations, awareness of		3	1
neuro-associations, definition of	creating	3	4
neuro-associations, definition of	sabotaged relationships and	22	1
neuro-associations, definition of		3	1
neuro-associative conditioning	belief change and	10	1
neuro-associative conditioning	definition of	3	1
neuro-associative conditioning	Dickens Pattern and	10	2
neuro-associative conditioning	fundamentals of	4	2
neuro-associative conditioning	science of	4	2, 3
neuro-associative conditioning		10	1
neuro-linguistic programming (NLP), inadequacy of		4	1, 2
new associations, belief change and	Dickens Pattern and	10	2
new associations, belief change and		10	1
new habits, morning questions and		8	4
New Year's Eve syndrome		11	2
Niagara's current		17	1
Niagara syndrome	current takes you over	26-30	3
nondirective therapy		4	1
old dog / new tricks, belief change and		10	2
overweight woman conquers fear of rejection		19-21	4
overwhelm, avoiding		25	1
pain and pleasure	joy and discomfort	Bonus	2

Topic	Subtopic	Day	Track
pain and pleasure	W. Mitchell's	5-7	1
pain and pleasure	wealth	17	1
pain	as controlling force	10	1
pain	linkage to financial success	18	3-6
pain	linkage to limiting beliefs	10	2
paradigms		Bonus	1
paradox of conflicting needs		13-14	4
parenting, influence and		13-14	2
participation, exercises and		10	1
party / camera metaphor, focus and		13-14	1
passion, voice and		13-14	3
past does not equal future		10	2
past does not equal future		17	3
pattern interrupts	and arguments	24	1
pattern interrupts	belief change and	10	1
pattern interrupts	Dickens Pattern and	10	2
pattern interrupts	for erasing past failures	19-21	2
pattern interrupts	W. Mitchell's	5-7	1
pattern interrupts		4	3
patterns, positive intent of		22	1
Pavlov, Ivan		10	1
Pavlov's dogs example		3	4
peace of mind, ritual of		15	1
peak emotional states	morning questions and	8	4
peak emotional states		10	1
peak performance		5-7	2
peers and values		9	2
personal power		10	1
personality	values based	9	1
phobia cures on TV story		4	4
physical benefits of empowering beliefs		10	4
physical costs of limiting beliefs		10	3

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Topic	Subtopic	Day	Track
physiological storms		8	1
physiology	change	8	2
physiology	Dickens Pattern and	10	4
physiology	differences	Bonus	4
physiology	self-confidence and changing	22	2
physiology	state and	8	1
physiology	state and	10	8
physiology	state and	10	1
physiology		5-7	2
piano-tuning example, conditioning and		4	2
pleasure (see also pain and pleasure):	as controlling force	10	1
pleasure (see also pain and pleasure):	focus on	8	3
pleasure (see also pain and pleasure):	linkage and destructive behavior	3	3
pleasure (see also pain and pleasure):	linkage to lack of financial abundance	18	1
pleasure (see also pain and pleasure):	linkage to new beliefs	10	4
pleasure (see also pain and pleasure):	linkage, belief change and	10	2
positive anchors, stacking		16	2
positive associations, Robbins' destiny-changing		3	1, 5
positive consequences of new empowering beliefs		10	1, 2
positive emotions, empowering beliefs and		10	4
positive thinking	vs. conditioned responses	3	1
positive thinking		8	2
power move		5-7	3
power of	deep-breathing	23	1
power of	eating water-rich foods	23	2
power of	goal-setting	11	1
power of	questions	8	4
power of	rituals	15	1
power of	successful relationships	24	1
power of	why is power to achieve dreams	11	2

Topic	Subtopic	Day	Track
practice fundamentals	mastery	26-30	1
predictable behavior	values based	9	1
Presley, Elvis		5-7	1
Presley, Elvis		8	1
pressure and diamonds, metaphor	and tension, mastery of	11	2
pressure and diamonds, metaphor	creates human behavior	11	2
pressure and diamonds, metaphor	Robbins' with exercising	11	2
pressure and diamonds, metaphor		11	2
presuppositions		8	2
Prinz, Freddie		5-7	1
private victories always precede public victories	courage and compassion	Bonus	1
problems, changing beliefs about		25	2
problem-solving questions (five)		25	3
process orientation	women	Bonus	4
procrastination and pleasure / pain conditioning	ritual of	15	3
procrastination and pleasure / pain conditioning	Swish Pattern for stopping	16	4
procrastination and pleasure / pain conditioning		15	3
public opinion poll		8	2
public speaking, fear of		5-7	1
purpose is stronger than outcome		11	1
quality answers, quality questions and		8	2
quality of life	of states	8	1
quality of life		8	1
Quayle, Dan		8	2
questions on meaning	belief change and	10	1
questions on meaning	deletions and	8	3
questions on meaning	evaluations and	8	2
questions on meaning	on what to do	8	2
questions on meaning	power of	8	2

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Topic	Subtopic	Day	Track
questions on meaning	resources and	8	3
questions on meaning	self-confidence and controlling	22	2
questions on meaning	solving challenges and effective	25	1
questions on meaning	thinking and	8	3
questions on meaning		10	1
rapidity of movement	of voice	5-7	2
rapidity of movement		5-7	2
rational emotive therapy		4	1
reasons come first; answers come second		11	2
receiving is evidence you've given		17	4
reciprocation, love and law of		22	1
re-evaluate your life		26-30	3
references, limitations of		10	2
rejection and conditioning self to feel strong	changing rules for feeling	19-21	3
rejection and conditioning self to feel strong	fat woman conquers fear of	19-21	4
rejection and conditioning self to feel strong	how to handle	19-21	3
rejection and conditioning self to feel strong	how to handle fear of	19-21	3
rejection and conditioning self to feel strong	key to success is massive	19-21	3
rejection and conditioning self to feel strong	Stallone, Sylvester	19-21	4
rejection and conditioning self to feel strong		19-21	4
relationship as priority	mistakes	Bonus	3
relationship as priority	trust and commitment example	4	3
relationship as priority		Bonus	3
relationship triggers in animals	Turkey study	24	2
relationships affected	paradoxes of conflicting needs in	13-14	4
relationships affected by negative anchoring	cheating in	24	2

Topic	Subtopic	Day	Track
relationships affected by negative anchoring	familiarity and	24	1
relationships affected by negative anchoring	finding partner's triggers	24	2
relationships affected by negative anchoring	increasing intimacy and love in	24	1
relationships affected by negative anchoring	intense states and	24	1
relationships affected by negative anchoring	limiting beliefs and	10	3
relationships affected by negative anchoring	negative anchoring and	24	1
relationships affected by negative anchoring	neuro-associations and sabotaged	22	1
relationships affected by negative anchoring	pattern interrupts and	24	1
relationships affected by negative anchoring	power of successful	24	1
relationships affected by negative anchoring	strategy for enhancing	24	2
relationships affected by negative anchoring	threshold state and	24	1
relationships affected by negative anchoring	tools for improving	24	1
relationships affected by negative anchoring	triggering love / attraction feelings in	24	2
relationships affected by negative anchoring		16	1
relationships affected by negative anchoring		13-14	2
repetition		10	1
repetition is the mother of skill		11	1
repetition is the mother of skill		17	1
resources, questions and		8	3
respect, focus on		8	2
results, focus and	rehearsing successful changed	22	3

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Topic	Subtopic	Day	Track
results, focus and		8	3
review your goals	top four	26-30	1
rituals and conditioning		15	1
rituals for successful living, how to install	awareness of triggers for	15	2
rituals for successful living, how to install	creating positive	15	2
rituals for successful living, how to install	emotions result from	15	1
rituals for successful living, how to install	power of	15	1
rituals for successful living, how to install	practice with positive	15	2
rituals for successful living, how to install	recognizing self-limiting	15	1
rituals for successful living, how to install		16	4
Robbins, Tony	associations to giving	3	2
Robbins, Tony	balloons story and Jairek	3	2
Robbins, Tony	beliefs on age	10	1
Robbins, Tony	childhood neuro-associations to beer	3	3
Robbins, Tony: self-confidence	core beliefs enable	22	3
Robbins, Tony	creativity anchor	16	1
Robbins, Tony	destiny-changing positive associations	3	1, 5
Robbins, Tony	elimination of nail-biting	16	4
Robbins, Tony	experience with loss of drive and uncertainty	13-14	1
Robbins, Tony	Fiji resort	11	1
Robbins, Tony	financial self-sabotage experience	18	1
Robbins, Tony	former disempowering associations	3	5
Robbins, Tony	goals, results	11	1
Robbins, Tony	goal-setting	11	1, 2, 3
Robbins, Tony	gratitude	17	4
Robbins, Tony	introduction / interviews	Bonus	1
Robbins, Tony	pressure with exercising	11	2
Robbins, Tony	ritual of frustration	15	1
Robbins, Tony	seminars meeting the human needs	13-14	3
Robbins, Tony	trip to Russia	11	1

Topic	Subtopic	Day	Track
Robbins, Tony	weight control experience	23	1
rocking chair test		12	4
Rogerian counseling		4	1
role modeling	empowering beliefs and	10	4
role modeling		10	1
role models	and solving challenges	25	1
role models	influencing children through	16	3
rules	for failure and success, changing	19-21	1
rules	for feeling rejection, changing	19-21	3
rules		10	1
rules and beliefs		9	2
rules, if and then		9	3
rules, playing by the		9	2
running east looking for a sunset		17	1
Russia, Robbins' trip		11	1
Ruth, Babe		17	3
Sanders, Colonel Harlan		10	1
Scott, Byron (performance turnaround)		19-21	2
scratched record example, jukebox and		4	3
self-analysis vs. focusing on others		22	4
self-confidence and state change	controlling focus for	22	2
self-confidence and state change	core beliefs and	22	3
self-confidence and state change	definition of	22	2
self-confidence and state change	firewalk / wood-breaking examples and	22	2
self-confidence and state change	physiology change and	22	2
self-confidence and state change	Robbins' core beliefs and	22	3
self-confidence and state change	using accomplishments to create	22	3
self-confidence and state change		22	2
self-doubt and self-analysis		22	4
self-esteem, limiting beliefs and		10	3
self-identification with limiting emotions		15	2

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Topic	Subtopic	Day	Track
self-perception determines others' response		19-21	4
self-sabotage	cause of	22	1
self-sabotage	for love, accident-prone man's	22	1
self-sabotage	how to eliminate	22	1
self-sabotage	patterns, successful people and	22	1
self-sabotage	self vs. bad habits	22	1
self-sabotage	steps for eliminating	22	1
shopping		5-7	2
6 Human Needs (also see individual needs)	business and meeting	13-14	3
6 Human Needs (also see individual needs)	levels of fulfillment for	13-14	3
6 Human Needs (also see individual needs)	need for certainty	13-14	5
6 Human Needs (also see individual needs)	need for connection and love	13-14	8
6 Human Needs (also see individual needs)	need for significance	13-14	7
6 Human Needs (also see individual needs)	need for uncertainty	13-14	5
6 Human Needs (also see individual needs)	need to contribute	13-14	9
6 Human Needs (also see individual needs)	need to grow	13-14	9
6 Human Needs (also see individual needs)	paradox of conflicting needs	13-14	5
skiing / study example, focus and		8	2
skydiving		9	1
smoking	associations and intent of	22	1
smoking		3	3
smoking		5	2, 3
solving challenges, 80% / 20% rule	basic steps for	25	1
solving challenges, 80% / 20% rule	developing ability	25	1
solving challenges, 80% / 20% rule	effective questions and	25	1

Topic	Subtopic	Day	Track
solving challenges, 80% / 20% rule	flexibility and	25	1
solving challenges, 80% / 20% rule	overwhelm and	25	1
solving challenges, 80% / 20% rule	problem-solving questions	25	3
solving challenges, 80% / 20% rule	role models and	25	1
solving challenges, 80% / 20% rule		25	1
solving problems models and	role	25	1
Spielberg, Steven (associations of)		3	4
spiritual benefits of empowering beliefs		10	4
spiritual costs of limiting beliefs		10	3
spontaneous right action		25	2
Springsteen, Bruce (associations of)		3	4
stacking anchors		16	2
stakeholder information system		Bonus	1
Stallone, Sylvester (massive rejection)		19-21	4
starvation example	focus and	8	3
starvation example		8	1, 2, 5
state management	effective questions and	8	4
state management	mastery	26-30	2
state management		5-7	1
state management		8	1
state measurement		8	1
state of mind, triggering supportive		16	2
states, physiology and	emotion	10	1
states, physiology and	relationships and intense	24	1
states, physiology and		8	1
static noise story, knight and		3	4
stress, elements of			2
study / skiing example, focus and		8	2
subconscious questions		8	3
success	be a team player	26-30	4
success	disease of comfort	26-30	3
success		8	3

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Topic	Subtopic	Day	Track
success cycle and beliefs		22	3
success rules		9	2
success, feel it now		9	3
success, rules		9	2
success, value		9	2
success / judgment / experience		17	3
success	and failure, changing definitions of	19-21	1
success	conditioning	15	1
success: free of fear of	deciding to be	19-21	2
success: eliminate fear of	how to	19-21	1
success	is a trap	11	2
success	massive rejection is key to	19-21	4
success	rehearsing changed results and	22	3
success	secret to lifelong	3	1
success	source of Robbins'	8	3
success	study of	8	1
success	what we really want from	5-7	1
success		5-7	1, 2
success		8	1
successful business, creating		3	1
successful living, how to install rituals for		16	4
successful people and self-sabotage patterns		22	1
successful relationships, power of		24	1
suicide	associations and intent of	22	1
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superstition of materialism		Bonus	2
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threshold, relationships and		24	1
triggering feelings of love and attraction		24	2
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tumor, pituitary and Robbins' uncertainty experience		13-14	2
tylenol, headache example and		8	1
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uncertainty, Robbins' experience with loss of drive and		13-14	1, 2
unfaithfulness in relationships		24	2
United States Army		5-7	2
University of California, San Francisco		5-7	3
Unleash the Power Within		19-21	4
upset, why questions and		8	2
usefulness of beliefs vs. accuracy		10	1
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values conflict		9	2
values, focus		8	2
values, focus and	meeting needs by violating	13-14	4
values, focus and	moving-away-from	10	1
values, focus and	moving-toward	10	1
vehicles, definition of		13-14	3
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visualization, practicing		16	4
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water poured on woman at seminar story		4	3
water-rich foods, diet and importance of		23	2
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wealth	adding value for others	17	1
wealth	as a must	17	1
wealth	as emotional issue	17	1
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wealth	conditioning yourself for	17	1
wealth	decide specific amount	17	1
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wealth	is abundance	17	4
wealth	key to having	18	1
wealth	lack of (results)	17	1
wealth	negative associations	17	1
wealth	plan and follow-through	17	2
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JOURNAL NOTES

"Remember: It's in your moments of decision that your destiny is shaped. Choose well."

– Tony Robbins

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